



# Paul J. Burke

***Passionate Keynote Speaker  
& Executive Advisor***



## Presentation

### **Gaining a Competitive Advantage with Healthier and Smarter Teams**

#### Presentation Description

Often forgot or ignored in today's fast paced ever changing business environment are the people that lead and execute an organization's mission. This presentation leverages the tools developed in The Advantage by Patrick Lencioni. Then lays out the four disciplines of a healthy organization and how leaders can quickly improve the functional health of their organization.

#### What Makes This Presenter Unique?

Paul has over 30 years of sales and marketing leadership managing local, corporate, and global teams. He has also been an entrepreneur; owning, leading, and successfully exiting several businesses. Paul enjoys working with entrepreneurs and leadership teams as a teacher, facilitator, and coach, helping them get more out of their business and work life, ***"Putting the fun back into dysfunctional."***

Serving as an Officer in the U.S. Army and as a Company Commander during Operation Desert Storm, he learned the value of great leadership, teamwork, and the critical importance of execution. Without those elements all the best plans in the world become just words on a page.

Paul has a Bachelor of Science degree in Business & Speech Communication from the University of Minnesota and a Master of Business Administration in Entrepreneurial Management from the University of Dallas.

## Actionable Takeaways

1. Why healthy teams outperform dysfunctional teams.
2. Why do leaders play a critical role in the health of their organization.
3. How to create clarity within your entire organization.
4. Steps leaders can take to make sure that clarity gets throughout the organization.

## Testimonials

**Barb Lau, Executive Director  
Association of Women Contractors.**

★★★★★

*"Paul has presented on multiple topics to groups within the Association. The feedback is always positive, and attendees look forward to his next program. I recommend Paul as a facilitator, educator, and leader."*

**Tom Florian, Sr. Director  
West Des Moines Chamber**

★★★★★

*"Paul put the focus on the goal of helping each attendee in the room to find at least one actionable thing that could help their business improve - this was very much appreciated."*

**Adam Hanson, President  
Associated Builders & Contractors of MN/ND**

★★★★★

*"Paul brings humor, stories, and a rich history to each event we invite him to - all while giving attendees and participants positive takeaways that help us in our personal and professional lives. We can't wait to have Paul back at our next event!"*

## Contact

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