



# Paul J. Burke

*Passionate Keynote Speaker  
& Executive Advisor*



## Presentation

### **Mastering the Meeting: Strategies for Leadership Success**

#### **Presentation Description**

In today's fast-paced, ever-changing business landscape, one critical aspect often overlooked or sidelined is the functional health of the individuals leading and driving an organization's mission. This presentation will clearly explain how functionally healthy teams can outperform their peers. Attendees participate in several exercises and will be provided with practical tools they can implement immediately to improve the functional health of their teams. We will lay out the four disciplines of a healthy organization including tools to make your meetings more efficient and effective.

#### **What Makes This Presentation 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. How functionally healthy teams outperform their peers.
2. The critical role leaders play in the health of their organizations.
3. The 4 disciplines of functionally healthy organizations.
4. The 4-meeting model and right meeting structure to create efficient and effective meetings.

## 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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