

# Patrick Lencioni

## Best-Selling Business Author, Internationally Recognized Speaker and Management Consultant

Patrick Lencioni is the founder and president of The Table Group, a firm dedicated to providing organizations with ideas, products and services that improve teamwork, clarity and employee engagement.

Lencioni's passion for organizations and teams is reflected in his writing, speaking and consulting. He is the author of several best-selling books with nearly three million copies sold. After eight years in print, his book, *The Five Dysfunctions of a Team*, continues to be a weekly fixture on national best-seller lists.

Recently named in *Fortune* as one of the 'ten new gurus you should know,' Lencioni and his work have appeared in the *Wall Street Journal*, *USA TODAY*, *BusinessWeek*, *Inc.* and *Harvard Business Review*, to name a few.

When Pat is not writing, he consults to CEOs and their executive teams, helping them to become more cohesive within the context of their business strategy. The wide-spread appeal of Lencioni's leadership models have yielded a diverse base of clients, including a mix of Fortune 500 companies, professional sports organizations, the military, non-profits, universities and churches.

In addition, Pat speaks to thousands of leaders each year at world class organizations and national conferences. Consistently the top rated keynote speaker at major events, Pat shares his models and inspires his audiences through his accessibility, humor and story-telling.

Prior to founding his firm, he worked as a corporate executive for Sybase, Oracle and Bain & Company. He also served on the National Board of Directors for the Make-A-Wish Foundation of America.

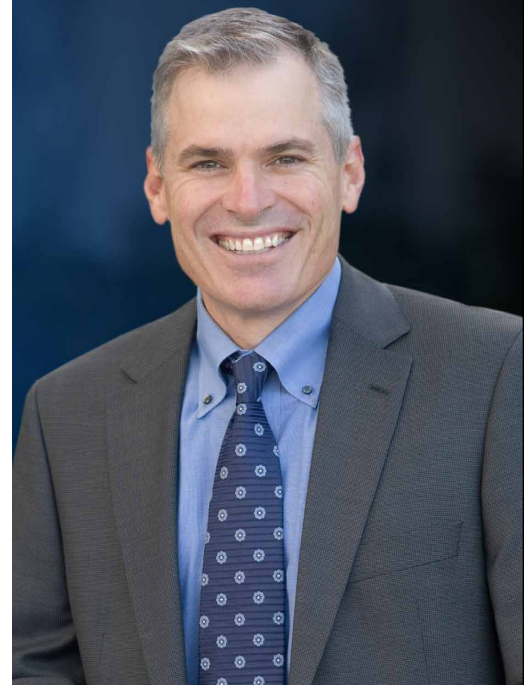
To schedule Pat Lencioni to speak at your next event, please contact Karen Amador at 925.299.9707 or via email to [Karen@tablegroup.com](mailto:Karen@tablegroup.com).



Named in *Fortune* as one of the  
'10 new gurus you should know'

Cited as one of the nation's top  
5 business speakers in the *Wall  
Street Journal*

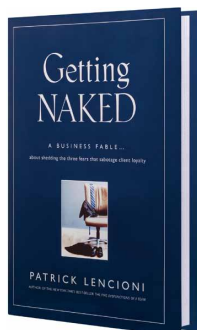
Consistently receives the  
highest overall speaker rating  
at major conferences, most  
notably at World Business Forum,  
S.H.R.M., Linkage, Better Management,  
and the Maximum Impact Simulcast



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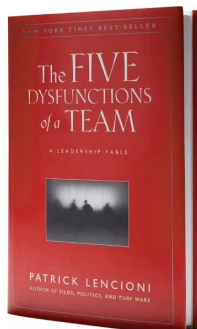
# Leadership topics derived from Lencioni's national best-sellers.

All keynote presentations are customized to suit the unique needs of each client and the relevance to their audience groups.



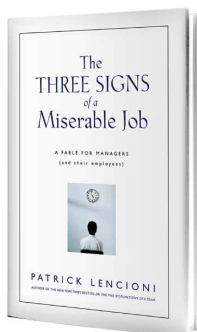
## Getting Naked

Based on the principles in his brand-new book, *Getting Naked* (2010), Pat Lencioni presents a revolutionary and counterintuitive approach to client service that yields uncommon levels of trust and loyalty. Naked Service, as Lencioni calls it, provokes consultants and service providers to be completely transparent and vulnerable with clients and to avoid the three fears that ultimately sabotage client allegiance. Learn principles like 'enter the danger,' 'tell the kind truth,' and 'always consult instead of sell' that can help you establish a fiercely loyal client base. Whether you are an internal or external consultant, financial advisor or anyone else serving long-term clients—you will glean some powerful tools for overcoming the three fears, and gain a real and lasting competitive edge.



## The Five Dysfunctions of a Team

According to Pat Lencioni, teamwork remains the ultimate competitive advantage, both because it is so powerful and so rare. He makes the point that if you could get all the people in an organization rowing in the same direction, you could dominate any industry, in any market, against any competition, at any time. Based on his runaway best-seller, *The Five Dysfunctions of a Team* (2002), Pat uncovers the natural human tendencies that derail teams and lead to politics and confusion in so many organizations. Audience members will walk away with specific advice and practical tools for overcoming the dysfunctions and making their teams more functional and cohesive.



## The Three Signs of a Miserable Job

In this talk, Pat addresses perhaps the most timeless and elusive topic related to work: job misery. Based on his much-anticipated book, *The Three Signs of a Miserable Job* (2007), Lencioni delivers a message that is as revolutionary as it is shockingly simple. Using a mix of humor and poignancy, he dismantles the root causes of frustration and anguish at work: anonymity, irrelevance and immeasurability. In doing so, he provides managers at all levels, as well as employees, with actionable wisdom and advice about how they can bring fulfillment and meaning to any job in any industry. Whether you're an executive looking to establish a sustainable competitive advantage around culture, a manager trying to engage and retain your people, or an employee who has almost given up on finding meaning and fulfillment in your work, this talk will prove immediately invaluable.



## Accolades for Pat

“Pat was awesome! In my 27 years in the military, I've rarely observed guest speakers receive a standing ovation from normally reserved military audiences. Bar none, Pat was the best speaker on leadership that I've heard.”

**Lieutenant Colonel Ken Gordon**

Director, G9 Civil-Military Affairs  
82nd Airborne Division

“Pat was fabulous! He delivered a tour-de-force presentation at our annual Leadership Summit. Thousands of leaders are now the beneficiaries of the high caliber of his work.”

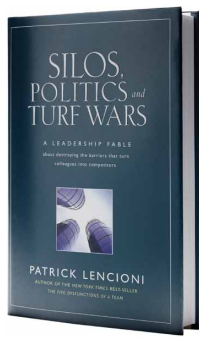
**Willow Creek Association**

“I have been to hundreds of league meetings and Pat's presentation was pure Hall of Fame.”

**Andy Dolich**

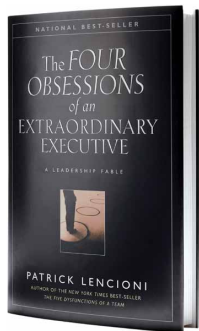
Former Chief Operating Officer,  
The San Francisco 49ers

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## Silos, Politics and Turf Wars

In his talk, Pat Lencioni tackles a prominent symptom of corporate frustration: silos, the invisible barriers that separate work teams, departments and divisions, causing people who are supposed to be on the same team to work against one another. According to Pat, silos—and the turf wars they enable—devastate organizations by wasting resources, killing productivity and jeopardizing results. Drawing from his book, *Silos, Politics, and Turf Wars* (2006), Pat provides leaders with powerful advice on how to eliminate the structural obstacles that derail organizations. Urging leaders to provide a compelling context for their employees to work together, Pat's model gives leaders a simple tool for enabling clarity, unity and alignment in their organizations.



## The Four Disciplines of a Healthy Organization

Pat Lencioni claims that most companies have enough organizational intelligence, intellectual property and human capital to succeed, but ultimately fail to leverage those assets because they lack something he calls 'organizational health.' He defines a healthy organization as one where internal confusion and politics are minimized and an atmosphere of clarity and employee productivity can flourish. Built upon his model in *The Four Obsessions of an Extraordinary Executive* (2000), Pat helps leaders understand the disarming simplicity and power of organizational health and reveals the four actionable steps that allow them to achieve it.

## Other Popular Topics

### Confronting the Absurdity of Meetings

Based on his book, *Death by Meeting*, Pat debunks the myth that meetings are inherently bad and presents a new, radical approach that will transform your meetings from drudgery to the focused, relevant and compelling business activities they ought to be.

### The Five Temptations of a Leader

Lencioni believes that leaders too often overcomplicate their jobs when, in reality, success hinges on mastering a few simple behaviors that require uncommon levels of discipline. Based on his model from his book *The Five Temptations of a CEO*, Pat offers actionable advice on how to overcome the five behavioral pitfalls that prevent leaders from achieving their full potential.

### The Three Big Questions for a Frantic Family

Drawing on a few of his most influential business models, Lencioni turns his attention to the most important and overlooked organization in society—the family. He demonstrates how addressing three important questions will help families yield context in which to make daily decisions, reduce distractions and, ultimately, restore sanity.

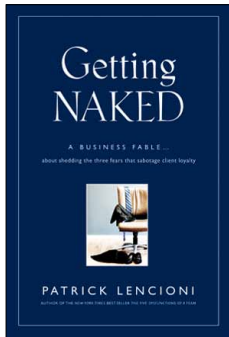
## Past Client Audiences:

82nd Airborne Division  
Amazon.com  
American Society of Association Executives  
American Society for Training & Development  
AT&T  
Bank of America  
Barnes & Noble  
Blue Cross Blue Shield  
Charles Schwab & Co.  
Chick-fil-A, Inc.  
Cisco Systems  
Cognos, Inc.  
Deloitte  
The Federal Reserve System  
Gartner, Inc.  
Genentech  
General Mills  
Google  
Habitat for Humanity  
Hilton Hotels  
HSM Group  
Linkage, Inc.  
McKesson  
Microsoft Corporation  
Monsanto  
The National Basketball Association  
The National Football League  
Nestlé USA  
New York Life  
Newell Rubbermaid  
Northrop Grumman Corporation  
Press Ganey  
Sam's Club  
SAP  
Society for Human Resource Management  
Sonic Industries  
Southwest Airlines  
St. Jude Children's Research Hospital  
Staples  
State Farm Insurance  
Sunkist Growers, Inc.  
TD Ameritrade  
United States Military Academy, West Point  
VISA  
Wells Fargo  
Willow Creek Association  
YUM! Brands, Inc.  
and many more...

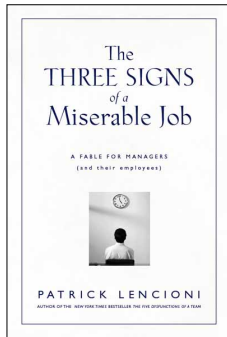
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# Patrick Lencioni's Timeless Library

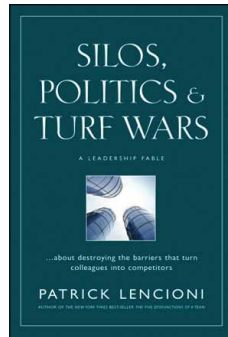
Three million copies sold!



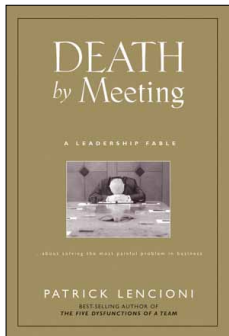
**Getting Naked** provides a counterintuitive approach to client service that yields uncommon levels of trust and loyalty.



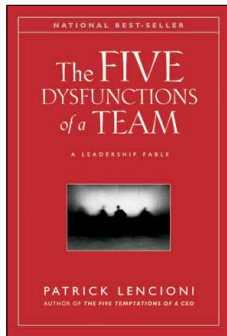
**The Three Signs of a Miserable Job** presents a revolutionary model for making any job more rewarding and fulfilling.



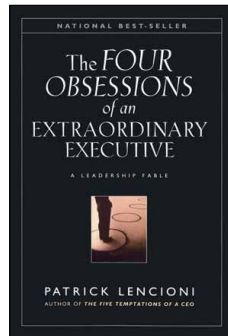
**Silos, Politics & Turf Wars** provides the answer to infighting and misalignment within an organization.



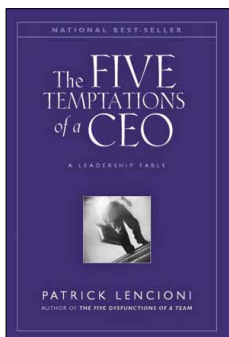
**Death by Meeting** focuses on curing the most painful problem in business: bad meetings.



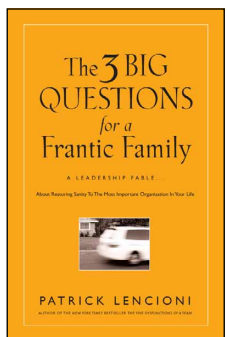
**The Five Dysfunctions of a Team** explores the fundamental causes of politics and team failure.



**The Four Obsessions of an Extraordinary Executive** addresses the disciplines required to create a healthy organization.



**The Five Temptations of a CEO** highlights the common pitfalls faced by all leaders.



**The Three Big Questions for a Frantic Family** prescribes simple business principles for restoring sanity to any family.

**JOSSEY-BASS™**  
An Imprint of WILEY  
Now you know.

“I can honestly say that Pat is the greatest speaker we’ve had the privilege of hearing at Avnet. He entertained us, he inspired us, and he gave us invaluable insight into ourselves and the way we approach our business.”

Roy Vallee  
Chairman and CEO, Avnet, Inc.

“Pat blew us a way! His energy, passion and genuine humor are qualities that truly put him in a class of his own.”

Dave Ridley  
Senior Vice President, Marketing and Revenue Management  
Southwest Airlines

“Pat is one of the greatest speakers in our country.”

Thomas Spaulding, Jr.  
Founder and CEO, Leader’s Challenge



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