

# Karen Gately

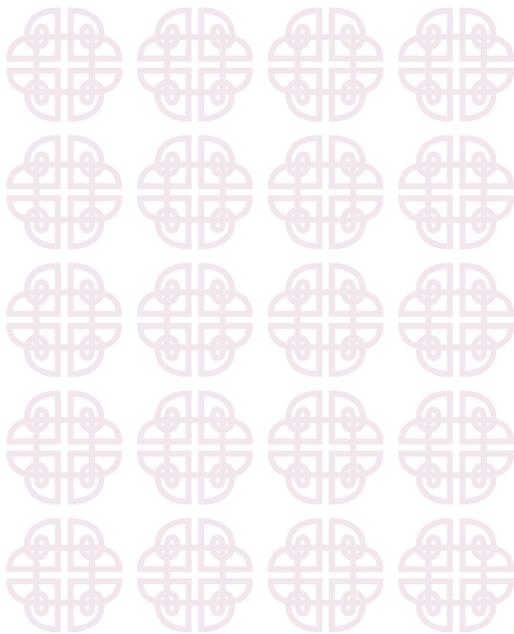


Karen Gately is a passionate optimist with unwavering belief in the power of the human spirit. A highly regarded thought leader in the fields of human performance and leadership, Karen brings a fresh perspective to what it takes to lead people and teams to reach the peaks of their potential.

Karen's energetic and engaging style inspires people to shift their thinking and sign up for the challenge of becoming a better version of themselves. Known for her pragmatic, down to earth and uncomplicated approach Karen stands apart from many other commentators in her field. Doing away with ambiguous and complicated concepts Karen equips her audience with realistic strategies and practical solutions.

Karen's approach is deeply rooted in the 25 years she spent training and teaching karate. At age 14 she was the youngest person awarded a 1st dan black belt in Shukokai Karate. After many more years of dedicated training and teaching Karen went on to be graded to 3rd dan. A multiple times winner of state, national and international titles, Karen is a highly accomplished tournament karate competitor.

Over the span of her corporate career Karen worked in client service, strategy, planning and quality management leadership roles. In 2006, after eight years as head of human resources for The Vanguard Group in the Asia Pacific, Karen established Ryan Gately an HR consultancy focused on enabling organisations to thrive through people.



## Connect with Karen:

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## Learn more:

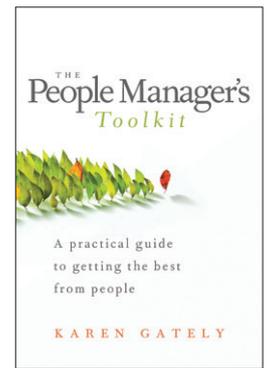
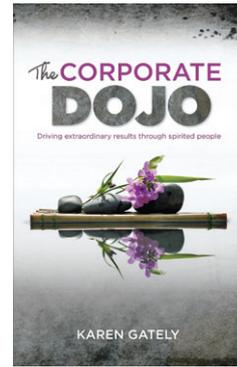
**Website:** [www.karengately.com.au](http://www.karengately.com.au)

[www.ryangately.com.au](http://www.ryangately.com.au)

**Blog:** [karengately.wordpress.com](http://karengately.wordpress.com)

# Author

Karen is the author of two books. *The Corporate Dojo*: driving extraordinary results through spirited people and *The People Manager's Toolkit*: a practical guide to getting the best from people. At the heart of both is this message: great results happen when talented people invest energy and behave successfully. Karen believes nurturing the human spirit to optimise business performance is not only commercially smart but also the right thing to do. She calls on every leader to realise the opportunity they have to achieve the best possible outcomes for their organisation and while doing so positively impact the health and happiness of people.



# Speaker

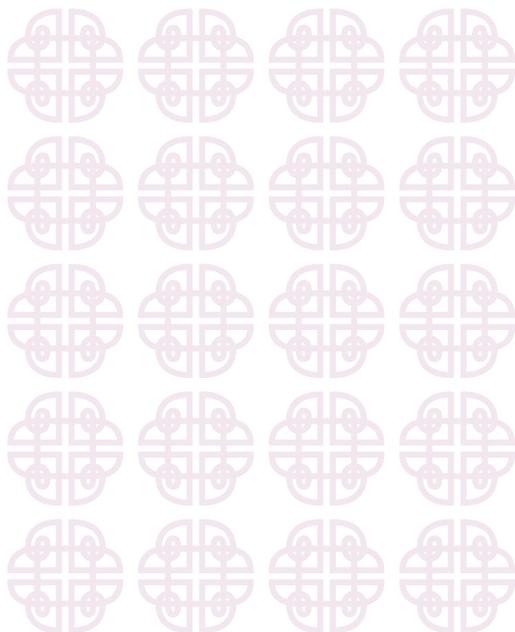
Drawing on her martial arts and business experience Karen delivers compelling keynotes and workshops aimed at influencing the thinking, actions and ultimately success of people in business. A human performance expert Karen inspires leaders and team members alike to take ownership and strive to achieve the peaks of their potential.

Her **Successful Leaders** programs are designed to educate and inspire managers at all stages of their careers. No matter whether they are the CEO of a global organisation or team leader in a small business, Karen guides leaders to step up to the challenges of people leadership, showing them how they can tap into the energy and talent needed to drive extraordinary results.

Karen's **Successful People** programs motivate members of teams to take ownership for their own success. Reflecting her passion for helping people to thrive, Karen speaks to groups about the power we all have to define and create the life we want. Focused on inspiring personal accountability, drive and engagement Karen guides people to find the focus, courage and conviction needed to succeed.

Karen can be engaged to deliver any of the programs described here. Alternatively she is able to work with you to design and deliver unique programs targeted to your audience.

# What people say



*"Karen is passionate, business savvy and very articulate. She is a proven winner with our syndicates as evidenced by her consistently high ratings by members. Karen is a professional who can be relied upon to deliver on your expectations."*

**Barry Westhorpe, former CEO - CEO Institute**

*"I found Karen's Delivery engaging, informative, humorous and authentic. Feedback from staff has supported this as well. Karen has a refreshingly realistic, honest approach to the way in which she delivers the content of her sessions and this in turn takes her audience along on the journey with her."*

**Denise Brazendale, Operations Manager - Mission Australia**

*"We are looking to run large workshops during 2013 with Karen as our key note speaker as not only is she extremely knowledgeable in her field, she is a brilliant presenter and it's a pleasure to work with someone so enthusiastic about their business. I have no hesitation in recommending Karen to anyone looking for a quality speaker and workshop facilitator."*

**Adriana Filipowski, Manager - Westpac Women's Markets**

# Successful Leaders

## **SPIRITED PERFORMANCE** ... *energy and talent driving results*



When talented people are motivated to bring the full strength of their potential to their role, truly great outcomes are possible. Drawing on her experiences as an athlete, coach and corporate leader Karen reveals the secret to building and leveraging human potential to achieve extraordinary results. At the heart of this program is the proposition that success depends equally on the depths of our talents and strength of our spirit. That is great results depend on talented people investing energy and behaving in ways that enable success. Karen inspires leaders to step up to the role they play in influencing not only what people are capable of doing but equally what they choose to do. She shows how every leader can tap into discretionary effort and get much more than a compliant contribution from their team.

## **THE BLACK BELT LEADER** ... *the power of focus, discipline, respect and spirit*

In her first book *The Corporate Dojo* Karen shares what she learned over the 25 years she spent training and teaching karate. A highly accomplished tournament competitor, 3rd Dan Black Belt and seasoned instructor, Karen reveals what any leader can take from the lessons of a martial artist. Karen looks at what it takes to harness human potential and shift performance from ordinary to extraordinary. She inspires leaders to bring strength, focus and discipline to their approach and shares important insight into earning respect and building team spirit. This program shows leaders how to inspire people to strive for success and courageously overcome challenge or adversity.



## **THE MIDDLE WAY** ... *the integrated path to effective leadership*



Often leaders operate toward one end or the other of a spectrum of leadership approaches. At one end is the manager focused on achieving results; at the other the manager focused on the needs and wants of people. Put simply the results guy leads with his head and the nice guy leads with his heart. Both bring strengths to a business, equally both are capable of shortcomings that undermine success. Great leaders adopt an integrated approach; combining the strengths of both a results and a people focus. In this program Karen shares the power of the middle way, where leaders drive to achieve outcomes by leveraging the talent, passion and engagement of people. Karen challenges leaders to reflect on their own approach and the extent to which they achieve results through their teams.

## **TAKE COMMAND** ... *embrace the challenge of leadership*

The first step to becoming a great leader is taking ownership of the role. Taking ownership means bringing the full strength of our talent and energy to the job and holding ourselves accountable for the outcomes. In this program Karen shares why leaders must take command and how to do that with strength, clarity and confidence. Core to her message is the need for every leader to take responsibility for what is achieved, to work hard to find the way to succeed and to stop shifting blame. Inspiring leaders to step up and embrace the inherent challenges of people leadership, Karen shows why trust, respect, hope and belief matter as much as they do. She explores the power of vision and shares the secret of connecting with and inspiring the people we lead.



## **TRUST** ... *the foundation of successful people leadership*



The depth of trust people feel is reflected in their willingness to engage and connect with others. When people are willing to connect with an open mind and spirit our ability to influence their development, engagement and performance is enabled. Ultimately the extent to which a person is open minded and spirited toward us dictates the level of influence we are able to have on their success. Focused on the role both character and capability play Karen reveals what every people leader must do to earn and maintain trust. Sharing insight into its fragile and yet powerful nature Karen inspires leaders to nurture and protect trust at all costs. She shows why trust is needed to build and sustain great relationships and how easily it can be lost and broken.

# Successful People

## THE POWER OF CHOICE ... *defining the outcome*



Every choice we make in every moment ultimately leads to the life we create. Choice is our most powerful weapon in the battle for control and yet so many of us fail to choose wisely. Often we make unconscious decisions, responding without thought for the consequences of the choices we make. Using stories to inspire, Karen shows how the choices we make every day about what we think, how we feel, how we respond and how we act lead us in directions and deliver us to our destination. The influence of positivity on our success and happiness together with our ability to choose an optimistic mindset are central to the messages delivered. Challenging people to take responsibility for the quality of their own lives Karen explores the importance of self-awareness, focus, discipline, resilience and courage in making the best choices.

## ENERGY ...*the fuel of success*

Imagine for a moment your spirit as a ball of positive energy; the size of this energy ball defines the strength of your spirit. In all aspects of our lives we encounter people and events that have the potential to energise or drain us. However as Karen reveals we all choose the extent to which our experiences impact our spirit. She shows how both our inner world of thoughts and feelings as well as our responses to the world around us play a role. In this program Karen explores fifteen primary influences of the human spirit and shares how we can take ownership of our own vitality. Advocating personal accountability, Karen encourages people to nurture their spirit; to take responsibility for having the physical, mental and emotional energy they need to succeed.



## HUMAN CONNECTION ... *harnessing great relationships*



Connecting with one another beyond the superficial is necessary if we are to reap the rewards of great relationships. When the connections we share are built on solid foundations of trust and respect then harmony, unity and true collaboration become possible. Equally our ability to influence the development or success of others is defined by the strength of our connection to them. In this compelling program Karen delivers a call to action for every member of her audience to take responsibility for the impact of their mindset, awareness and conduct on the success of their relationships. She shares deep insight into the impacts our relationships have on our success in all areas of life. Karen shares her own experiences and reveals how the quality of every relationship we allow into our life influences our vitality and ability to thrive.

## BE AWESOME ... *thrive in work and life*

In this program Karen shares the ten steps to creating and living an awesome life. She shows the power we all have to choose our own version of awesome and make it happen. At the heart of her message is Karen's belief that the awesomeness of our life is constrained only by the vision we create, belief we hold and energy we invest. She explores why beginning by knowing what we want to achieve and why we want to achieve it is crucial to creating success. Knowing ourselves, building our capabilities and harnessing the energy we need are revealed as powerful enablers of an awesome life. Karen advocates reaching our potential by trusting ourselves and stepping outside of our comfort zone to new realms of possibility.



## BELIEF AND HUMILITY ... *a powerful partnership*



Maintaining healthy balance between belief and humility is unquestionably among the most important influencers of our success. This balance is reflected in our ability to maintain accurate self-perception of both our strengths and the ways in which we can learn, improve and grow. As Karen shares through this program, accurate self-perception allows us to live a successful life driven by courage and determination, supported through life long learning. When we believe in ourselves we are empowered to step up and forward. When we are humble we understand what we don't know and remain open to growing and changing. Karen shares the power of knowing and accepting all aspects of ourselves - the awesome, the good, the bad and the ugly parts of who we are and what we are capable of.