THEO
KAPODISTRIAS
KEYNOTE SPEAKER |TRAINER | ADVISOR
WWW.THEOKAP.COM.AU

BE SEEN. BE HEARD. MAKE AN IMPACT

Theo helps individuals to cut through the noise, be heard, and be identified as leaders. He helps professionals and business owners to demonstrate their value through their voice and through their words. Theo's goal is to help individuals to craft and deliver a message that matters.

Through his keynote presentations, immersive workshops and training programs, and his one-on-one advisory services, Theo wants to use his millennial perspective and experience to empower others. The key to this is through teaching individuals to reshape their communication as a tool to establish trust, improve relationships, and develop true connections.

Theo is identified as someone who has been able to make a difference. He has climbed the ranks and has not let anything prevent him from getting shit done!

Through Theo’s experience as a leader in the not-for-profit space, a corporate lawyer for a global business, mentor, and ambassador for his hometown, Theo’s keynote presentations, workshops, and programs help individuals to be the best they can be; helping individuals to find their voice, be heard and be recognised. His experience and his perspective make Theo a highly sought-after speaker for events.

Theo’s passion for people and his projects is what makes him stand out. With enthusiasm and humour, Theo approaches everything in a positive way and this is something which audiences will truly benefit from.

WHO IS THEO?

Theo Kapodistrias

challenges thinking and provides a framework to help craft **critical messages** and **improve communication**. His practical and fun presentations help improve **performance, engagement, and connection.**

Theo will help you to **craft** and **deliver messages that matter.**

He is an enthusiastic and entertaining speaker and presenter who will come to your events ready to energize your audience. He has spoken to audiences locally, nationally, internationally, and virtually!

Theo joins the world of speaking with a background as a multi-national award-winning lawyer, who practices as an in-house lawyer in Hobart. In addition, he is also the Executive Director, Licensee, and a Speaker Coach for TEDxHobart, a non-executive director in the not-for-profit sector, an ambassador for Tasmania, and a mentor.

He has a solution-focused approach to solving problems and this is evident through Theo's presentations and training. He is an innovative thinker and his insights will assist others to bring positive change to their worlds.

Theo has been sought after for his opinion and expertise, having been interviewed on several podcasts and has been featured in publications.

SPEAKING SERVICES

TO ASSIST INDIVIDUALS TO BE SEEN, BE HEARD, AND TO MAKE AN IMPACT

WHY IS THEO THE BEST SPEAKER FOR YOU?

Theo Kapodistrias is educating and entertaining audiences locally, nationally, internationally and virtually.

He'd love to assist you and your audiences to cut through the bull$#!+ and be recognised as individuals who can make a real impact.

Theo's speaking topics are practical, useful, and provide actional content which audiences can take with them and improve what they are doing.

Theo's presentations and workshops can be tailored to your audience's needs.

WHAT ELSE WILL HE DO?

Theo will:

- Tailor his content, to ensure that it is able to reach your audience;
- Work with you to promote your event;
- Depending on format, provide materials for attendees;
- Available virtually or in person;
- Provide follow ups with the organisation to keep attendees accountable;
- Present keynotes or workshops - he will provide what is most appropriate for the audience.

CONTACT THEO FOR A FREE 40 MINUTES CONSULTATION

SPEAKING

CRAFT MESSAGES THAT MATTER

We have important messages to share but often we fail to articulate our words in a way that allows us to make the biggest impact. In our workplaces and in our lives, we communicate in many different forms and in many different environments. But our communication isn't just a helpful skill, it's an imperative tool to progressing forward. The most critical thing is being able to connect with your audience and communicate in a way that reaches them. That is understood by them. That connects with them. Crafting a message that is simple enough to understand, but also packs a punch is a difficult task. Our messages can make an impact. But how can those messages be heard?

In this presentation, we work through how you can simplify your language to amplify your message. We work through my 5 'C' methodology working through (1) clarity, (2) concise, (3) creativity, (4) confidence, and (5) connection to demonstrate your awesome skills and value to those around you.

We look at ways to gain your speaking and communicating confidence, allowing you to be recognised as someone who has important things to say and as someone with influence. This presentation looks at all of our forms of communication – beyond that of just speaking, but also written text, emails and audio/visual. This presentation will help you to cut through the shit, have your voice heard in a clear way, and allow you to make an impact.

KEY OUTCOMES

- Being able to reach audiences with your message.
- Being identified as an authority and leader through your message.
- Communicating in clear language.
- Presenting information in an easy to understand format.
- Using your influence to establish yourself.
- Understanding how to connect with your particular audience.

TIMING

45 - 60 mins

DELIVERY MODEL OPTIONS

- Keynote Presentation
- Workshop
- Available in person or virtually

SPEAKING

TURNING THE TECHNICAL INTO THE PRACTICAL: COMMUNICATION SUCCESS

Communication is the key to action. Almost everything we do requires some form of communication. In a professional position, being an excellent communicator means you are able to get more done and achieve outcomes. In life more generally, being able to communicate well assists with being able to progress further; getting the basic things that you need.

Where you are not understood or where there is a gap between what you are intending to say and how it is received, there can be a significant power imbalance. There is nothing worse than the feeling like you are not understood. Particularly for those people who use technical language in our jobs, we do not want what we communicate to be "gobbledygook." You need to cut through the bull to be heard and recognised.

This keynote presentation aims to look at our communications – through verbal and written communication – and how it can be improved. This is a practical and fun session filled with stories, innovative additions, and key learnings. The session will provide skills and techniques for how we can convert our words into an innovative and creative format that can be understood by your intended audience. This keynote will provide the audience with the means to be considered trusted through their words and their communications and empowering them to make change and make an impact.

KEY OUTCOMES

- Techniques to understand your audience;
- Speaking in the language someone else will be able to understand;
- Breaking away from technical or confusing language;
- Ways to present information for ease;
- Importance of establishing trust;
- Developing your influence skills to assist in building trust with those around you;
- Plain English skills;
- Implementing skills from various industries and applying them to your environment.

TIMING

45 - 60 mins

DELIVERY MODEL OPTIONS

- Keynote Presentation
- Workshop
- Available in person or virtually

SPEAKING

#SQUADGOALS - COLLABORATION FOR CONNECTION

"Collaboration" is one of those corporate buzzwords that isn't well understood. Often, we like the idea of working together but in reality, it may simply end up being cc'ing someone into an email and considering that to be collaborative.

In order to demonstrate your value, your contribution to customers, the organisational strategy, your group assignment (or any endeavor), and your impact, it is critical to work with others to get things done. When feeling disconnected to what you're doing, working with others in a collective way can assist with levels of engagement and bringing joy back to what you're doing.

This presentation looks at practical steps to create a collaborative environment. Through real-life examples and stories on successful ways to create collaborative environments. Real collaboration allows your voice to be heard, your input to be recognised and your ability to cut through and make a real difference.

The presentation looks at how some simple changes to approach can lead to better and stronger working relationships based on trust and regular communication can lead to improved results and work getting done faster and better than ever before.

KEY OUTCOMES

- Understanding collaboration
- Ways to be collaborative to demonstrate impact
- Applying agile methods and their benefits;
- How to form a 'squad';
- Techniques for a collaborative environment;
- The role of education;
- Alignment to the strategy;
- Creating a framework for collaboration.

TIMING

45 - 60 mins

DELIVERY MODEL OPTIONS

- Keynote Presentation
- Workshop
- Available in person or virtually

SPEAKING

OTHER TOPICS - ALL AVAILABLE AS WORKSHOPS ALSO

HOW OUR WORDS SAY MORE THAN WE THINK

A presentation where our way of communicating is analyzed and our daily practices are put under the microscope. The idea was originally developed through the TED Masterclass program.

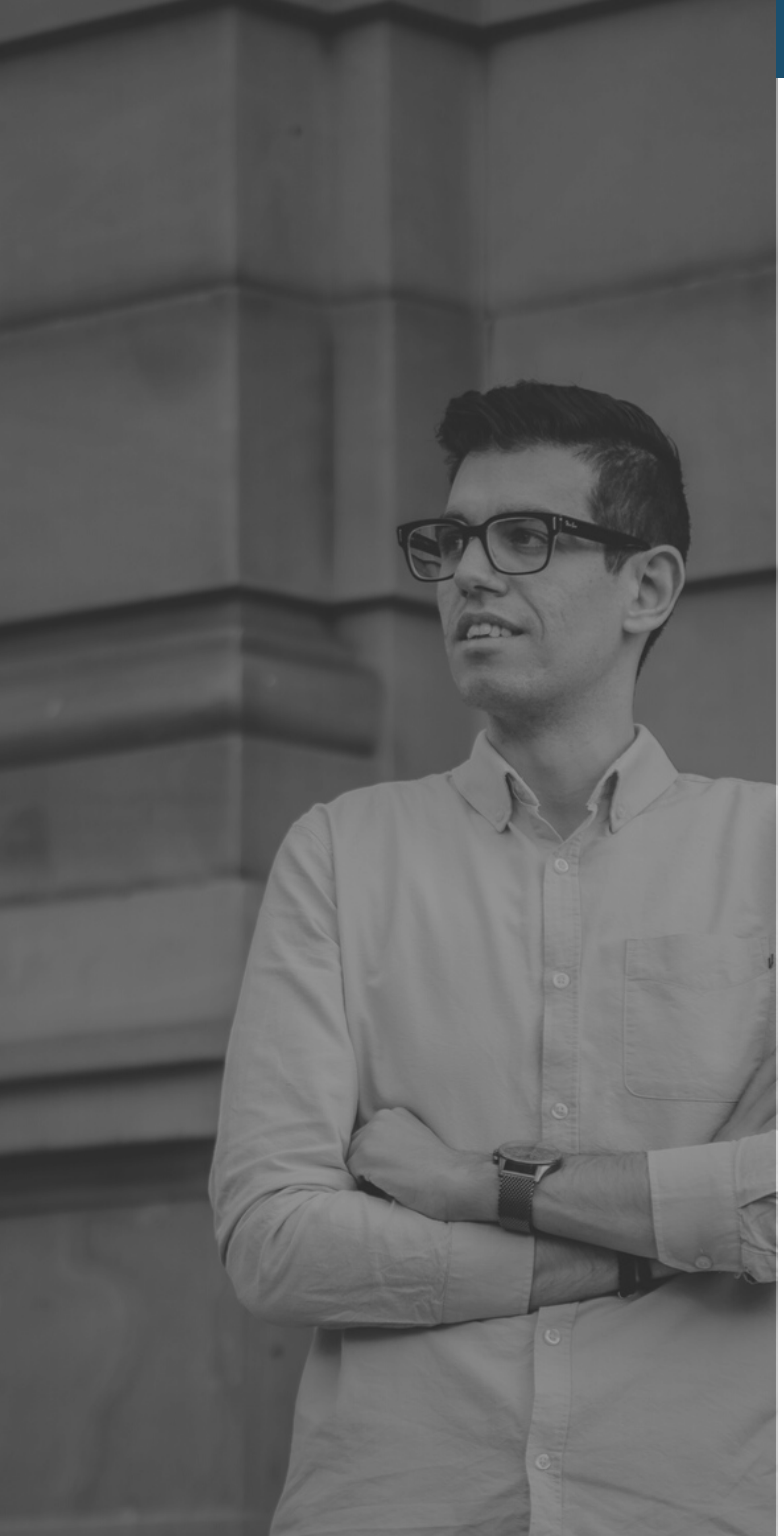
HOW 'KAREN' HAS MADE US STOP BEFORE WE TALK

2020 saw 'Karen' rise like no other figure in our society. The Karen example is used as a template of what not to be. This talk focuses on how our words can have a real impact on those around us and the influence our communication can made.

HOW TO BE A KICKASS NEGOTIATOR: TURNING CONFLICT INTO A CONVERSATION

Negotiation is a skill we use every day - sometimes without even realising it. Negotiation in its simplest form is a conversation. This presentation talks through some of the key techniques one can use through our communication, both verbally and through our body language to put your best foot forward for success.

"We have a responsibility to communicate in a way where our message is clear, where we are being purposeful with our language, and where we consider how it may be interpreted. Our words can say so much and leave a lasting impression."



OTHER SERVICES

In addition to keynote speaking, Theo is also able to provide:

TRAINING AND WORKSHOPS

Theo has a range of specific workshops available including workshops based on his keynote presentation topics. The workshops are available for corporate groups, associations, universities, conferences (breakout sessions) and can also be run virtually.

FACILITATION

Theo is able to chair and lead discussions and facilitate workshops. As a facilitator, he engages groups to create, discover and implement learning outcomes. He asks questions, guide discussion, introduce activities and help your participants to learn.

ONE-ON-ONE ADVISORY

Not a coach, not a mentor. Maybe a bit of both. Theo runs one-on-one advisory programs for individuals who want personalised programs to assist people with public speaking and presenting, personal branding, simplifying communications to amplify messages, career guidance, and more. Programs are available in 3 month, 6 month or 9 month packages.

OTHER SERVICES

POWER PRESENTATIONS AI

Theo combines coaching with an artificial intelligence platform to assist you to feel confident in your voice to make the biggest impact you can. The service provides one-on-one coaching with the use of the AI platform to allow you to receive feedback and steps forward to assist you with your public speaking dreams. The platform has been used to train TEDx speakers.

MC - MASTER OF CEREMONIES

In addition to presentations, Theo loves to act as host and MC events. He provides an energetic and enthusiastic presence as an MC for your event. Theo ensures that he truly understands your needs for your event and will use many efforts to make sure it all runs smoothly. and can add in additional offerings such as interviewing guests and joining panel discussions.

PODCASTS

Theo has appeared in several podcasts and provides critical pieces of information, fun stories, and entertainment as a podcast guest.

AUTHOR AND CONTRIBUTOR

As a thought leader, Theo shares his insights and information with audiences as a contributor to publications, magazines, and online content to help guide others.

CONTACT THEO TO FIND OUT MORE

WHAT OTHERS HAVE TO SAY

Testiminaials from the front line:

PASSION, INSPIRATION AND INNOVATION!

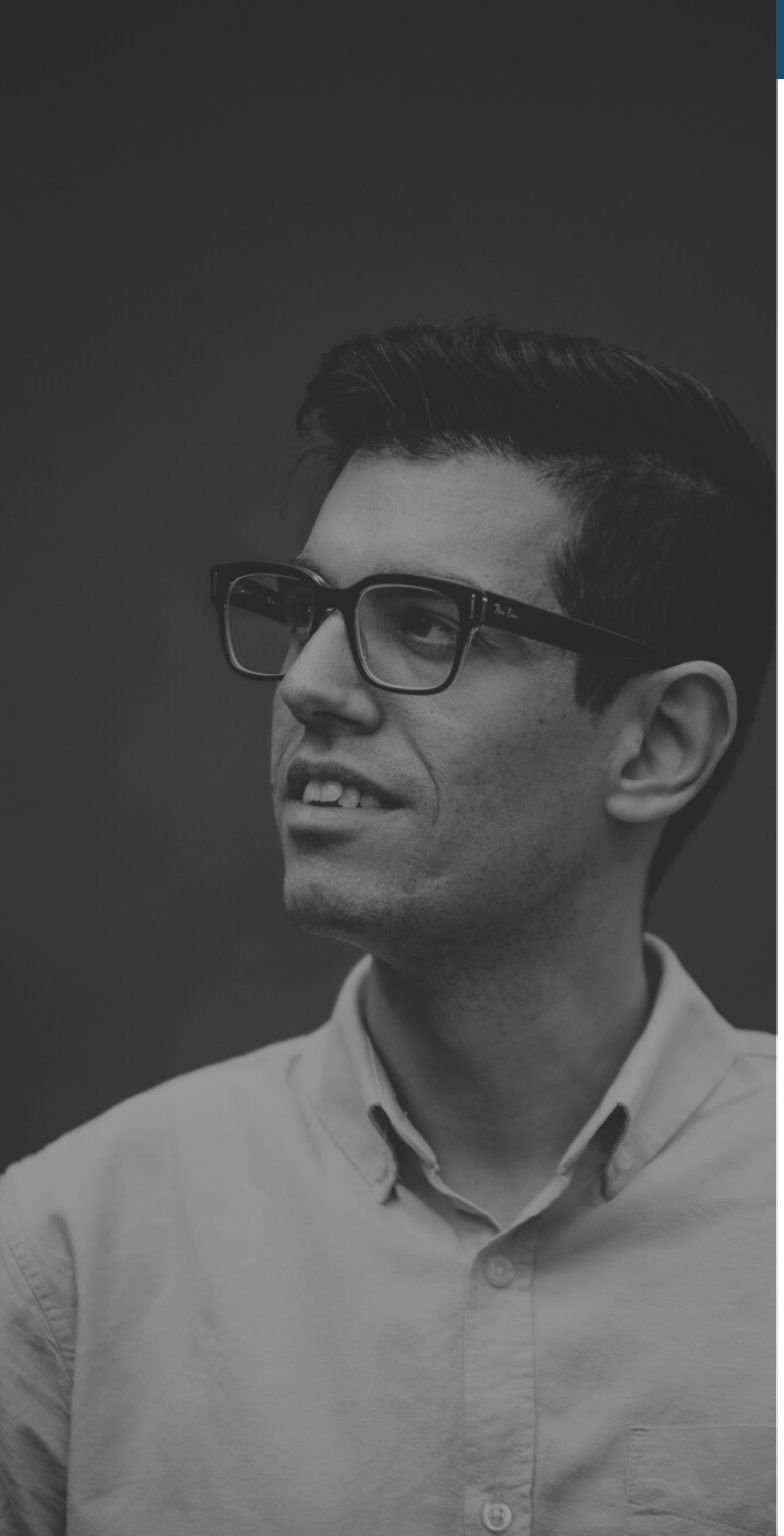
"I recently had the pleasure of hearing Theo speak. Given the year that was, the conference was entirely online. However, that did not sway Theo, he was engaging, inspiring, and innovative in his presentations. The range of topics he presented demonstrated his wealth of experience, dedication, and ability to juggle many roles. Despite not being able to see the audience, Theo still managed to keep us all engaged as evidence in the live chat forums in each session. It was particularly inspiring to see Theo achieve great success but also volunteer his time and effort to help others do so too. Definitely look forward to hearing him present again."
- Faten Awad, Melbourne (2020)

ENGAGING, INFORMATIVE

"I was lucky enough to recently listen to Theo speak at the ACC Conference about 'talking the client's language'. Despite the online nature of the event, Theo was engaging, informative and I came out of the session with a clearer view on the topic than when I went in. I look forward to hearing Theo present again."
- Kate Sherburn, Melbourne (2020)

KNOWLEDGE BOMBS

"Theo spoke part of a panel we put together and it was a really interesting and enjoyable session. Theo provided some interesting knowledge bombs and engaged the audience."
- Anonymous, Hobart (2019)



WHAT OTHERS HAVE TO SAY

RELEVANT AND ENGAGING

"Theo's presentation at the ARMS Conference in Wellington (NZ)was one of the more relevant and engaging talks at the event, and highlighted innovative approaches to structuring research management teams. The concepts raised in Theo's talk made an influence on similar discussions within our own team."
- Justin Manzano, Melbourne (2021)

ENGAGING AND WELL SPOKEN

"We engaged Theo as a virtual panellist for our online "Respect, behaviour & governance" briefing with the Governance Institute of Australia. Theo was engaging, well spoken, and provided clear understanding of industry insight into the topics. His experience and knowledge provided the perfect addition to our professional panel and Theo was very well received by our audience. I would highly recommend Theo as a professional speaker at any of our future events."
- Amanda Rahim, Governance Institute of Australia (2021)

ENERGETIC AND WELL RESEARCHED

"Theo was a panelist for us at one of our monthly Mindful Risk Community of Risk Management Zoom events which are professional development events aimed at risk and legal professionals. Theo is an energetic and well-spoken presenter who demonstrates a thorough and well-researched approach to the subject matter he presents. We would gladly have him join us as a speaker for future events and would recommend him for other keynote speaking events."
- James Ritchie and Bronwyn Smart, Mindful Risk (2021)

WHERE THEO HAS BEEN FEATURERED

ABC Radio HOBART

LawTalk

cim business events

HOBART'S 7HO FM 101.7

TEDxHobart
x = independently organized TED event

tigertales

theAustralian corporatelawyer

ultra106five
YOUR positive media PERSPECTIVE

AA AWARDS AUSTRALIA
Together we make a difference.

ACC DOCKET
INFORMED. INDISPENSABLE. IN-HOUSE.

LawyersWeekly

WIN NEWS

Time Out

7 TASMANIA

INVIEW! BY LAWVU

The Australian RETAILER
A FRESH APPROACH TO INDEPENDENT GROCERY RETAILING

5 REASONS TO BOOK THEO

1 Engaging

2 Relevant to audiences

3 Actionable content

4 Stories which resonate

5 Important learnings from real experience

TO BOOK OR TO LEARN MORE

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