

KATE BURR

PEOPLE PERFORMANCE SPECIALIST & CREATOR OF COMIC INTELLIGENCE™

Turn People's Potential Into Performance
Without More Pressure





What if your people are capable of more, but you're not seeing it reflected in their performance?

That's The People-Performance Gap™ — the gap between what your people are capable of and the performance you're actually getting from them.

It can show up as:

- Inconsistent performance
- Low ownership or contribution
- Friction and frustration
- Slower decisions and action

When results aren't where they need to be, leaders often increase accountability, tighten KPIs, set clearer expectations or simply ask people to do more.

But what if more pressure isn't the solution?



Unrealised performance starts as a signal, not a statistic.

It can show up in the room long before it shows up in the reports, through subtle changes affecting people's energy, focus and contribution.

Individually, these changes can seem insignificant and easy to ignore. But collectively, they can signal that something is getting in the way of people performing at their best.

It's like a tyre slowly losing air. Sometimes the cause is hard to see, but you can feel the difference in performance when it starts to go flat.

Leaders naturally respond to what they can see — more mistakes, missed targets, low productivity, increased friction or stalled progress. But if hidden issues are affecting performance, applying more pressure while ignoring the leaks won't fix the problem.

You can keep “pumping up the tyre”, but until you find what's causing it to go flat, the problem keeps coming back.

And that's the challenge:

You can't fix what you can't see.

Comic Intelligence

Comic Intelligence™ helps leaders recognise what's getting in the way of people's potential and discover opportunities for better results that don't require more pressure.

Developed from Kate's 20+ years of experience as a comedian and the insights she's gained into how people think, behave and respond in real time, Comic Intelligence™ gives leaders the perception and capability to recognise what others miss and respond more effectively in the moments that matter.

1. READ THE ROOM

Recognise what's really happening beneath the surface.

Notice the behaviours, patterns and dynamics that reveal what's happening and what may be getting in the way.

2. SHIFT THE STATE

Change energy, focus and engagement in the moment.

Influence how people feel, think and engage so something better can happen next.

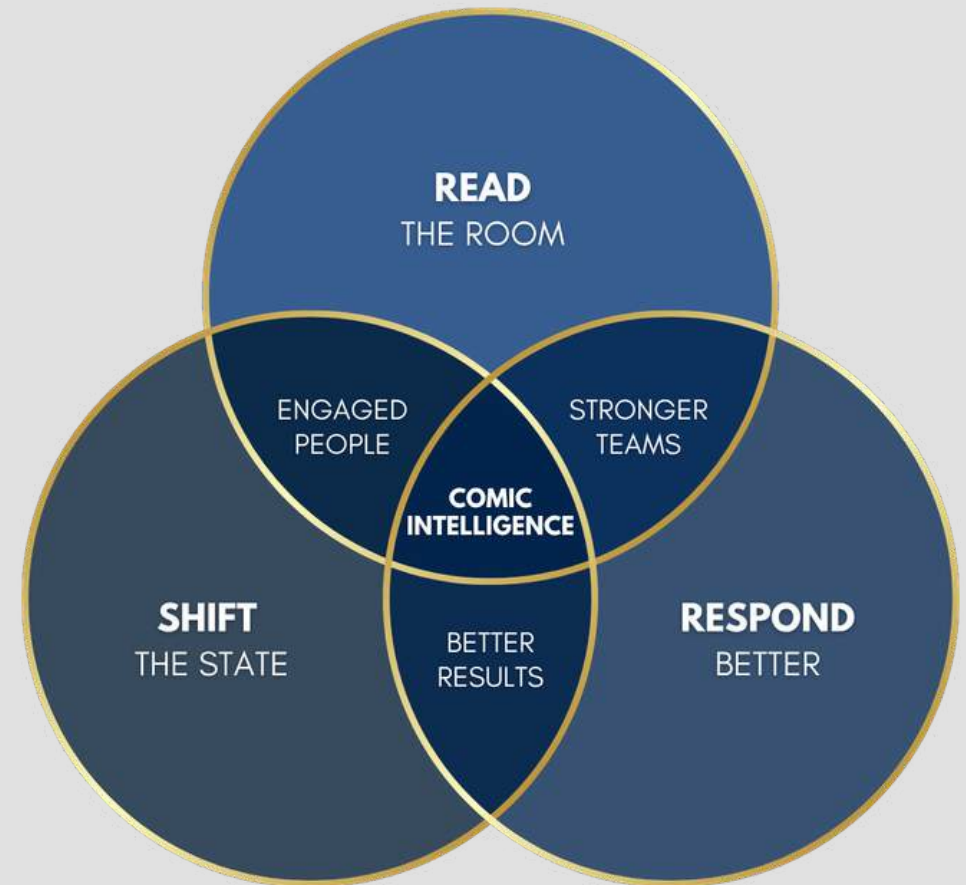
3. RESPOND BETTER

Create conditions that move people and performance forward.

Adapt your response to the situation and what people need to help them think, perform and respond more effectively.

This isn't about getting laughs.

It's about getting results no one saw coming.





KEYNOTES THAT DRIVE PERFORMANCE

Kate's keynotes combine **award-winning comedy experience with practical people-performance insight** to help audiences see familiar challenges differently and respond more effectively in the moments that matter.

Engaging, thought-provoking and entertaining, each keynote gives audiences practical ideas they can use to improve how they think, perform and respond **long after the laughter stops**.

READ THE ROOM

Turn Potential Into Performance and
Get Results No One Saw Coming

THE FEEL-GOOD EFFECT

How to Stay Focused, Engaged and
Effective When It Matters Most

THINK LIKE A COMEDIAN

Solve Problems Faster, Make Better
Decisions & Get Better Results

HIGH-PERFORMANCE HUMOUR

How to Use Humour to Influence
Others and Drive Better Results



KEYNOTE TOPIC

READ THE ROOM

Turn Potential Into Performance and Get Results No One Saw Coming

You've got good people. You know they can do more. But you're not consistently seeing that potential reflected in their performance.

When results aren't where they need to be, the natural response is often to push harder with targets, incentives, accountability, tighter KPIs or simply expecting people to do more.

But what if more pressure isn't the solution?

Unrealised performance can show up in the room long before it shows up in the reports. Disengagement, conflict, competing demands and everyday frustrations can quietly drain people's energy, focus and contribution before the impact appears in the data.

In this practical, thought-provoking keynote, Kate Burr introduces Comic Intelligence™ and shows leaders how to read the room, recognise what's getting in the way and respond more effectively in real time.

Getting more *from* your people doesn't always mean asking more *of* your people.

Sometimes the opportunity isn't more pressure. It's more perception.

Your Audience will learn to:

- Recognise early warning signals impacting performance
- Read dynamics, energy and behaviour in real time
- Identify what's getting in the way of people's potential
- Read the room, shift the state and respond better in the moments that matter

Outcomes:

- Increased engagement and contribution
- Stronger communication and influence
- More effective responses to performance problems
- Better performance without added pressure



KEYNOTE TOPIC

THE FEEL-GOOD EFFECT

How to Stay Focused, Engaged and Effective When It Matters Most

We all want to perform at our best. But pressure happens. Things go wrong, plans change, and people frustrate us. And sometimes, the biggest thing standing between what we're capable of and how we perform is the state we're in.

Because **how we feel affects what we do**. And what we do affects how we perform.

Feeling good doesn't mean being positive all the time. It's about creating the conditions that help us stay connected, capable and able to handle what happens next.

In this engaging and entertaining keynote, Kate Burr explores the relationship between how we feel, what we do and how effectively we perform. Audiences will discover how small shifts in thinking, perspective and behaviour can change how they experience difficult situations, improve interactions and create better outcomes.

The Feel-Good Effect isn't about making every moment positive. It's about creating the conditions for something better to happen next.

When you feel good, you do good, making it easier to stay focused and effective when it matters most.

Your Audience will learn to:

- Understand how state affects behaviour, interactions and performance
- Recognise the conditions that help people stay focused, engaged and effective
- Handle difficult and high-pressure situations constructively
- Respond more effectively in real time to improve outcomes for themselves & others

Outcomes:

- Stay engaged and effective under pressure
- Less friction and more constructive interactions
- Greater resilience and adaptability
- Consistent performance in high-stakes environments



KEYNOTE TOPIC

THINK LIKE A COMEDIAN

How to Solve Problems Faster, Make Better Decisions & Get Better Results

In fast-paced, complex environments, the ability to think clearly, make good decisions and adapt quickly can have a significant impact on performance. But under pressure, our thinking can narrow. We rely on what's worked before, focus on what's immediately in front of us or move quickly towards the most obvious solution.

But sometimes the situation needs us to see it differently. Effective comedians have learned to do exactly that. They notice what others miss, reconsider what others accept and find another angle when the obvious approach isn't working.

In this practical and entertaining keynote, Kate Burr shows audiences how to apply this way of thinking to solve problems faster, make better decisions and take more effective action, especially under pressure.

Using The Comic Approach™: Conscious, Curious and Creative, audiences learn to see situations more clearly, explore different possibilities and find better ways forward.

Because better results don't just come from working harder. They come from seeing more clearly, deciding more effectively and taking better action.

Your Audience will learn to:

- Approach challenges with clarity and fresh perspectives
- See opportunities others miss
- Reconsider assumptions and explore different possibilities
- Identify & address underlying issues instead of visible symptoms

Outcomes:

- More effective problem-solving under pressure
- Better, more confident decision-making
- Faster action and more efficient use of resources
- Stronger results from practical, effective solutions



KEYNOTE TOPIC

HIGH-PERFORMANCE HUMOUR

How to Use Humour to Influence Others and Drive Better Results

Humour can do much more than make people laugh. It can shift energy, build rapport, capture attention, reduce tension & make difficult conversations easier to navigate.

Used well, humour can strengthen trust, increase influence and improve performance. Used poorly, it can distract, divide or derail it. The real skill isn't simply being funny. It's knowing how to read the room and use humour professionally and with purpose.

In this engaging and entertaining keynote, Kate Burr draws on more than 20 years of professional comedy experience to show audiences how. Using the **ACE** framework: **Alter State, Connect People and Expand Capacity**, audiences learn how to shift energy and perspective, strengthen relationships and create conditions that help people think, perform and respond more effectively.

They'll learn to recognise opportunities for humour, adapt to the people and situation in front of them, and use it to strengthen their presence, credibility and impact.

Because you can use humour to get laughs AND you can use it to get results.

Your Audience will learn to:

- Understand how humour can influence how people think, perform and respond
- Read dynamics, energy and behaviour in real time
- Use humour to re-engage and re-focus people in the moment
- Use humour deliberately to influence behaviour, contribution and outcomes

Outcomes:

- More engaging and effective communication
- Stronger trust, connection and collaboration
- Greater engagement, contribution and performance
- Increased confidence using humour in professional environments



WHY KATE BURR

Kate's redefining how organisations improve performance:

challenging our instinct to push harder when people aren't performing at their potential and exploring hidden opportunities for better results that don't require more pressure.

For more than 20 years, Kate has worked in environments where the response of the room matters. As an award-winning professional comedian, she learned to read people in real time, recognise shifts in energy and engagement, adapt quickly when something wasn't working and find another way forward.

Today, as a People Performance Specialist and creator of Comic Intelligence™, Kate applies those insights to help leaders see what others miss, identify what's blocking people's potential, and respond more effectively in the moments that matter.

Practical, thought-provoking and entertaining, Kate gives audiences a different way to see familiar challenges, and tools they can use to improve how they think, perform and respond long after the laughter stops.

It's not about getting laughs. It's about getting results no one saw coming.



HOW TO WORK WITH KATE

Whether you're looking to shift thinking, build practical capability or create lasting change, Kate offers different ways to help your organisation turn people's potential into performance.



Keynote Presentations

Respond better in the moments that matter.

Entertaining, practical, and thought-provoking keynotes that help audiences challenge common thinking, see what others miss, shift perspective and get better results.



Professional Event MC

Keep your event on track and your audience entertained.

Bring energy, humour and professionalism to your event with an experienced MC who can read the room, engage the audience and keep your event moving.



Team Workshops

Turn potential into performance.

Interactive workshops that help leaders and teams recognise what's really happening, respond more effectively and turn insights into practical changes that increase contribution and improve performance.



Booking Process

This simple process helps your event deliver maximum impact.

- 1. ENQUIRE** • Check availability and share your event requirements
- 2. PLAN** • Discuss your objectives & receive a personalised proposal
- 3. CONFIRM** • Secure your booking & complete a pre-event briefing
- 4. DELIVER** • Your session is delivered by Kate



Leadership Programs

Get results no one saw coming.

Develop leaders with presence who can influence behaviour, momentum and outcomes in any room, building Comic Intelligence™ capability that helps them think, perform and respond more effectively long after the program ends.



Travel & Logistics

Creating impact long after the laughter stops.

Based in Adelaide, South Australia
Available for national and international events

READY TO GET RESULTS NO ONE SAW COMING?

BOOK KATE TODAY

 Kate Burr, Comic Intelligence  0400 955 007  kate@kateburr.com  kateburr.com

KEYNOTES • WORKSHOPS • LEADERSHIP PROGRAMS