



# DAN KOREM PRESENTATIONS

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## OVERVIEW

**D**an Korem are edge-of-your-seat engaging and relevant. He is a critically acclaimed author, an investigative journalist, and a documentary producer whose broadcasts have been viewed by over 150 million worldwide. He is the president of Korem & Associates (K&A), which has trained over 30,000 professionals on-the-spot behavioral profiling skills — more than any other organization in the world. For over twenty years, Dan Korem has demonstrated a unique knack for predicting future trends affecting government, business, education, and families. Internationally, he has addressed many organizations, including: the Young President's Organization, FBI National Academy—Behavioral Sciences Unit, Society of Human Resource Professionals, Institute of Internal Auditors, National Association of Secondary School Principals, Airline Pilots Association, Canadian Association of Chiefs of Police, over 200 North American and European colleges and universities, and leading corporate organizations from United Airlines to IBM to CitiBank.

## INTERACTIVE KEYPADS

When requested, interactive wireless keypads are distributed to audience members who respond to questions and enter their opinions. Responses are immediately displayed on the platform screen. Be sure to ask about this dynamic addition for your next event.

## TOPICS

Topics range from hard-hitting to intriguing to inspirational . . . and are always customized for each audience.

## AUTHOR, DOCUMENTARIES AND SPECIALS

*Rage of the Random Actor* (2005); *Art of Profiling—Reading People Right the First Time* (1997); *Did You See It? — Lightning Reads and Extraordinary Results* (early 2011); *Suburban Gangs—The Affluent Rebels* (1995); *Streetwise Parents—Fool-Proof Kids*, 2nd ed. (early 2011); *Powers—Testing the Psychic and Supernatural* (1988); *The Fakers* (1980); *Psychic Confession* (1983 documentary); *Kid Tricks* (1987 special); *Gangs in My Little Town?* (1996); *Suburban Gang Special* (1998, Orlando, FL, PBS)

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## THE ART OF PROFILING

### The Art of Profiling — Treating People Right the First Time

**W**hen tested, most professionals only demonstrate 25–35% profiling accuracy, even though accurately reading people is essential for their professions . . . from senior management to HR to sales and marketing to collegiate and professional athletic coaches to audit and security. Dan Korem, author of the critically acclaimed book, *The Art of Profiling—Reading People Right the First Time*, shares fascinating anecdotes and profiling insights to read people fast, read accurately, and deliver results. Learn how to use profiling to: lead teams, sell, coach athletes, read people from any culture, conduct interviews, deliver presentations, negotiate, and even improve personal relationships. Audience profiling skills are tested with video clips of real people in real situations with wireless interactive keypads.

### Rage of the Random Actor

**R**andom postal shooters, school shooters/bombers, suicide terrorists . . . Virtually all have the same behavioral profile, identified in the early 1990s by Dan Korem . . . the Random Actor profile. From Columbine to the 9/11 terrorists to suicide bombers to the 2002 DC killers . . . all possessed the Random Actor profile. Learn who is and isn't a likely target as well as proven interventions to guide this person out of harm's way. Not only has the impulse to commit Random Actor terrorist incidents been thwarted through the application of this research, but because of the reliability of the training and application methodology, there has not even been a letter of complaint. Videotaped footage of Random Actors can be included.

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## ETHICS AND DECEPTION

### Lies, Cons, and the Truth

**W**hat profession can detect lying better than any other . . . and why? What is the profile of the person who is the easiest to deceive? How do you not become that person? What is the profile of the most dangerous deceiver, and can they be neutralized? Dan Korem, who has lectured at the FBI National Academy and filmed the only confession of a dangerous suicidal cult-like figure, details this vital information as well as little-known techniques to detect lying. Resisting and not falling prey to deception has never been more important in our fast-paced global community.

### Deception: When to Use It, When to Expose It

**W**hen is it acceptable to use deception and when isn't it? Mention deception and most people automatically assume that it is always something that is harmful. But camouflage is a deception and it protects soldiers. A trick play in a ballgame is also a deception. In business, there are also occasions when deception is and isn't appropriate. Dan Korem explains a practical, real-time grid to evaluate this question without relying upon situational ethics—especially when making decisions against the clock. What you will learn will directly impact decisions you make corporately and in your personal life.

## INSPIRATIONAL, FAMILY AND PARENTING THEMES

### The Light Shines Brightest in the Darkness

**H**ow do you keep from being overwhelmed? . . . A question people regularly ask Dan Korem. For over twenty years, part of his research has focused on some of the darkest corners of human behavior, from suicidal cults . . . to working with inner-city youth who sleep on the floor to avoid being shot by errant bullets . . . to crazed gangs in the suburbs . . . to preventing suicide terrorists from randomly killing innocents. His answer to this common question is direct: As intensely as you investigate the dark, even more intensely you must find light and ways to be light in the world. You will be encouraged by Dan Korem's dramatic stories and lessons he has learned from his travels through over 20 countries, including his own neighborhood.

### It All Starts at Home . . .

**H**ow important is it to selflessly take care of and cherish one's family? Dan Korem will challenge you with heart-warming stories, humor, and real-life stories that will encourage you to make sure it all starts at home. Dan has been joyfully married to his wife Sandy for over thirty years. Both blessed with successful business careers, they built their businesses without sacrificing time with their three children, who rarely came home to a latch-key home. Be reminded that the family is the rallying point to learn and apply some of life's critical lessons, mend from disappointments, and share hopes and dreams.

### Parenting with a Legacy

**I**f you were suddenly removed from your child's life, could you state with certainty: *My child has a strong sense of self-respect. My child will make a contribution that will endure. My child will embrace the good no matter the cost?* Dan Korem intimately understands the youth culture and has helped hundreds of thousands of parents and youths in North America and Europe learn how to answer these and other vital parenting questions with a forceful *yes!* Learn how to instill within your child a legacy that will endure.

### Streetwise Parents, Fool-Proof Kids

**T**he father of three, Dan Korem shows you how to help your kids develop discerning minds and hearts so that they aren't deceived. We can't always be there for our kids when they have to make critical decisions or evaluate the world around them. When kids learn these simple lessons, their ability to make sound decisions is strengthened, and their vulnerability plummets. This presentation, based upon his book, *Streetwise Parents, Fool-Proof Kids, 2nd Ed.* (fall 2007) is particularly suitable if you are planning a family conference or retreat. Topics frequently requested are: profile of the youth who is the easiest to deceive and how to ensure that your child doesn't become that person; how to help your child spot lying; how to teach kids how to make good choices; parenting tips for developing positive values and self-esteem; how to stop gangs from forming; how to spot and intervene in a youth's life who is violent (like the Columbine massacre).

### Missing Protector Strategy

**I**n the mid-1980s, Dan Korem predicted that youths would form gangs in suburbs, middle- and upper-middle-class and small-town communities for the first time in North American and European history. Today, youth gangs are a reality in these neighborhoods worldwide. A typical non-inner-city US community of 50,000 now has 100–500 gang members. A father of three, he also wanted to know how to stop at-risk youth behavior . . . and he found it . . . the *Missing Protector Strategy (MPS)* which stops most at-risk youth behavior, including:

- Gang recruitment
- Teen suicide
- Chronic drug use
- Teen pregnancy
- Truancy
- Poor classroom performance

Virtually every school that has used the *MPS* for more than two years has seen at-risk behavior come to a virtual halt when at-risk youths receive a "Protector". For every 100 youths that receive a Protector, only 5% demonstrate any of the above behaviors. When Dan and other lay volunteers used the *MPS* with over 400 Dallas inner-city youths over a period of six years, not one youth joined a gang and not one teenage girl became pregnant. A major Canadian preliminary study found the same results. Learn more at: [www.MissingProtector.com](http://www.MissingProtector.com).

## AN EVENING OF INTRIGUE

### A Journey of Intrigue

**D**an Korem shares insights and stories from the unusual path he has taken. Until his early 20s, he was known as one of the leading sleight-of-hand magicians. By 25, he had read over 10,000 books and manuscripts on deception, studied with some of the foremost experts on the psychology of deception, and written several books on the subject. In his late 20s, he made a career change to an investigative journalist and documentary producer. Just three years after Jonestown, he obtained the only filmed confession of a dangerous suicidal cult-like figure, presented in his documentary *Psychic Confession* seen by over 150 million people worldwide. This was followed by 7 years of research in 11 countries on dangerous new youth gangs that were forming in suburbs and small towns and his book *Suburban Gangs—The Affluent Rebels*. In the early 90s, he developed the first comprehensive system for on-the-spot profiling and is recognized as a leading authority. Here are some of the adventures he might share. •What happened when he found Schindler's factory in Krakow two weeks after the Polish premier of *Schindler's List*. •Why the Romanian king of the gypsies told Dan that he is on a crusade to stamp out gypsy fraud. •How he exposed a famous psychic on camera and obtained a full confession. •How he "read the mind" of one of the world's leading card magicians.