

MURRAY BANKS

Murray has been a speaker and trainer since 1984 creating a niche with custom tailored keynotes. While all speakers aspire to personalizing their presentations, Murray developed that skill as an educator, teaching at every level from grade school to graduate school! His ability to identify the needs of each student and zero in on best practices for their learning have served him well for researching an organization, reading his audience and creating an interactive presentation.

Murray was a passionate teacher. In 1982 he was honored as Vermont's Teacher Of The Year for Physical Education and in 1983 received the Outstanding Educator Award from the national association, AAHPHRD. He taught in a city school district, a small rural school and a major university; coached teams that won state championships and teams that never won a game; and 40 years later is still coaching youth sports in his community.

At the same time he was achieving educational honors, Murray was winning his first of four National Championships in the Triathlon. He took a sabbatical in 1984 to train and race internationally, work on an advanced degree in educational leadership and co-author a textbook. Two times he has been one of the top finishers in the Ironman Triathlon World Championship in Hawaii. This break from public education enabled Murray to blend two passions – racing at the highest levels and teaching outside the structure of a classroom. His audiences now get the best of both worlds... a dynamic, interactive teaching style and focused, world class mindset.

As his speaking career became more demanding, Murray retired from triathlons but kept his hand in athletics with ski racing. At age 50, racing the finest skiers from Europe and Scandinavia, Murray won the masters World Championship in cross-country skiing. Now in his early 60's, he still competes among the top in his age division at the masters skiing world championships.

Murray has been married to Janie for 40 years and they live in the beautiful Green Mountains of Vermont. Their rustic post & beam home, nestled in the shadow of Mt Mansfield, is in stark contrast to Murray's international travel schedule, but offers the balance he often incorporates into his presentations.

Janie and Murray have raised two sons who are elite mountain guides based in Chamonix, France and Crested Butte, Colorado. Jeff and Steve are among a handful of Americans with the IFMGA/UIAGM international guiding license so Murray enjoys ski mountaineering expeditions with them that often find their way into his presentations. The elements of risk, adaptability and toughness are natural connections to Murray's message as organizations work through these tough economic times.

Successful speakers are skilled storytellers. Murray draws on his teaching skills, athletic success and business savvy to engage an audience and weave a message that is easily applicable to their own work and personal lives.

TOPICS

Education:

LEADERSHIP UNDER PRESURE

Leading With Passion... Keeping Our Balance

School board members are between the proverbial “rock and a hard place” with high stakes testing and financial accountability on one side and a challenged and frustrated faculty on the other! Murray’s keynote highlights the leadership skills that foster a climate of success for faculty, staff and students.... enthusiasm, focus, positive problem solving and optimism. He delivers four skills for staying focused under pressure and taking care of ourselves so we can also take care of business (and stay awake during those late board meetings!). It is a subject that fascinates everyone and Murray delivers it with a medley of science, inspiration and humor. You’ll get his 10/90 Rule to keep board meetings on target and learn why you may need to go to the “B.A.R.”

Murray will zero in on specific skills for leadership...

- The 10/90 RULE to keep board meetings focused and on target
- Why pressure changes persona and persona affects leadership style
- How the physiology of food & fitness affects clarity & attention in late night meetings
- How to keep board colleagues focused on student outcomes and staff performance because what you focus on expands
- How to prevent “Group Gripping” and enhance teamwork, collegiality and morale

“The main thing is to keep the main thing, the main thing.”

“You can tell a lot about a person by what they take two at a time... pills or stairs!”

THE TROUBLE WITH THE FUTURE IS, IT’S NOT WHAT IT USED TO BE!

Keeping Our Focus On Students In Changing Times

In a world of change, educators like stability and consistency. They often work rhythmically...following nearly the same schedule every day, even going to the bathroom! Community members want results, so with high-stakes testing, a tough economy and transitioning baby boomers, that means pushing teachers out of their comfort zones. And, not letting board members get hung up on old practices. Murray presents skills and motivation to be adaptable, resilient and responsive. You’ll love his “Lava Lamp Philosophy” for school change and parodies on our change resistant colleagues who have contracted “Psychlosclerosis!”

Murray has created unique skills for pushing your colleagues out of their comfort zone...

- Using the “Lava Lamp Philosophy” of continuous change in our schools
- Creating a culture of change, not mandates for change
- Implementing the “RICHTER SCALE OF STRESS” for worried colleagues
- Using a Switching skill for changing change-resistant colleagues
- Preventing “Pyschosclerosis” among faculty and staff

“Teachers don’t resist change... they resist being changed!”

“The illiterate of the future are not those who cannot read or write, but those cannot learn, unlearn and relearn!”

TOUGH TIMES, TOUGH TEAMS

These are tough times and successful school districts need tough teams – colleagues who pull together, work hard, stay positive and are resilient. Murray is tough on those in the comfort zone, empathetic with hard workers and funny with everyone as he provides four skills helping school board members promote spirit, morale and teamwork within their schools. And, you’ll take away his solution for Group Gripping and his “Richter Scale Of Stress” – which will keep your board members focused on student and school district success!

This tough presentation inspires and energizes while providing four actionable skills for...

- Using the 10/90 RULE to convert problems to solutions
- Preventing “G.G.” in the faculty rooms
- Communicating a tough message in a positive framework
- Keeping colleagues focused on student performance when things don’t turn out as planned

“When you are going through Hell... keep going!”

“Tenacity is easier when you have no choice!”

BUSINESS:

RECHARGE, REENERGIZE, REFOCUS

Quality In Our Work, Balance In Our Lives

Working with focus and intensity, yet keeping our lives in balance is a subject that fascinates everyone and Murray delivers it with a medley of science, humor and inspiration. As he weaves your conference theme through his keynote, he will hit these key points...

- The 10/90 RULE to keep meetings focused
- Why pressure changes persona and persona affects communication style
- How the physiology of food, fitness & fun offsets pressure and fatigue
- What you focus on expands, so focus on the outcome you want

Quotes you will likely hear in this presentation...

"The main thing is to keep the main thing, the main thing!"

"Who you are may be more important than what you know!"

"You can tell a lot about a person by what they take two at a time... pills or stairs!"

"Murray, you nailed it! It was exactly what we needed."

THE TROUBLE WITH THE FUTURE IS, IT'S NOT WHAT IT USED TO BE!

Keeping Our Focus In Changing Times

In a world of change, most people prefer stability and consistency. So Murray presents a small dose of sympathy and leaves organizational change to the consultants... then presents five personal skills for being agile, resilient and adaptable. Change pushes people out of their comfort zone and Murray gives a skilled push with these key points...

- Using the "Lava Lamp Philosophy" of continuous change
- Know when to go to the "B.A.R."
- Implementing the "RICHTER SCALE OF STRESS" for perceived crisis
- Using a Switching Skill for change-resistant colleagues
- Preventing "Pyschosclerosis"

Quotes you will likely hear in this presentation...

"You can tell your susceptibility to Pyschosclerosis by the amount of pain you feel when you come in contact with a new idea!"

"The illiterate of the future are not those who cannot read or write, but those cannot learn, unlearn and relearn!"

"When you are finished changing, you are finished!"

"You hit it out of the park! Everyone here loved your presentation and I received all kinds of accolades because of you! Thanks so much for all your preparation."

TOUGH TIMES, TOUGH TEAMS

These are tough times and successful organizations need tough teams... colleagues who pull together, work hard, stay positive and are resilient. A challenging economy and uncertain future make it difficult to give our work teams the reassurance they need to stay focused, so our leadership skills will be critical to our success.

This isn't the time for a walk through the theoretical wonderland. Murray provides practical, real world skills for being optimistic and staying focused on performance. This presentation inspires and energizes while providing four actionable skills for...

- Turning problems to solutions with the 10/90 RULE
- Preventing "G.G." in tough times
- Communicating a tough message in a positive framework
- Keeping your focus when things don't turn out as planned

Quotes you will likely hear in this presentation...

"When you are going through Hell... keep going!"

"Tenacity is easier when you have no choice!"

"If being good were easy, we'd all be champions."

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