

A black and white photograph of a man with a beard and short hair, wearing a patterned blazer over a collared shirt. He is shown from the chest up, in profile, facing left. His hands are raised and open, palms facing forward, as if he is in the middle of a presentation or speech. The background is dark and out of focus.

ILJA
GRZESKOWITZ

**KEYNOTE SPEAKER,
CHANGEMAKER
& BESTSELLING-AUTHOR**

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PLEASED TO MEET YOU!



Dear Readers,

thank you so much for connecting. It’s a great honour, that you are interested in my work as an keynote speaker, bestselling author and change expert. As I know that time is your most scarce resource, I am very grateful that you made the decision to get to know me a little better. Hence, I produced this profile with a different approach. On the one side, I’d like to give you an in depth look into my keynotes, books and general philosophy on the topic of change. But do you know what would really make me happy? If you’d get an idea who I am as a person, what makes me tick and what drives me as an entrepreneur, father and family man.

There’s nothing more important to me, than building lasting relationships. With my clients, my business partners and my friends. For a long time, I have stopped thinking in the usual B2B or B2C categories. No, my philosophy is H2H, human to human. That’s what I really believe in. Because even if content, quality and expertise are still very important factors, it always comes down to culture, values and our attitude, when we make the decision with whom we chose to work with. Wouldn’t you agree?

My team and I are happy to help

How may we serve you? Do you want to hire me for a keynote speech or a motivational presentation. Are you or your company facing any kind of change process and need support in dealing with these challenges? Are you interested in one of my open seminars or personal coaching programs? Together with my team, I am more than happy to help you to get the results you want. As a keynote speaker, change expert or sparring partner. Just let us know what we can do for you and we’ll get back to you as soon as possible.

We’d love to hear from you.

With kind regards,

www.grzeskowitz.com

CREATE A CULTURE OF CHANGE

BECAUSE ORGANIZATIONS ONLY CHANGE WHEN THE PEOPLE CHANGE

Be the change. That's the mantra of international keynote speaker Ilja Grzeskowitz, CSP (spoken Graesch -ko -witz). He studied economics and marketing and was the youngest store manager for Germany's largest retail corporation Karstadt, as well as for IKEA. During these disruptive times, he had to fight with various changes and became an expert on that topic.

The author of nine books held guest lecturing positions at the Berlin School of Law and Economics and the SRH University in Berlin and constantly travels around the world to research future trends and developments. Being nicknamed „Mr. Change“ by his clients and the media, he inspires people all over the world to use the power of change to live a fulfilled and purposeful life.

It is Ilja's mission to support organizations to create a culture of change competence, that is based on innovation, flexibility and the courage to try out new ways. Among his clients are big brands like Accor, Allianz, Audi, Biogen, BMW, Capri Sun, Daimler, Lufthansa, Marriott, Nespresso, Pentax, Procter & Gamble, RWE, SWISS, T-Mobile and Zalando, as well as traditional middle sized companies.

As an international keynote speaker, Ilja has given presentations in sixteen countries on

five continents. On American C-Suite TV he was introduced as Germany's #1 change expert.

Being born in the small town Lübeck, Ilja is „nordish by nature“ and together with his family he lives in Berlin. He is a loving father of two beautiful daughters, loves to play golf, drinks a lot of coffee (always black) and is a single malt whisky aficionado.

”

Changes start in the head. For ninety very inspiring minutes, Ilja Grzeskowitz has shown us, how to create the necessary mindset.

Theodor Micklinghoff
Sales Director B2B /
Telekom Deutschland GmbH



Keynote at the 2016 Business Forum in Ingolstadt



Keynote Speech at a Sales Conference in Bangkok



Closing Speech at the Global Speakers Summit in New Zealand

ILJA GRZESKOWITZ, CSP – MR. CHANGE

QUESTIONING THE STATUS QUO SINCE 1975



INTERNATIONAL EXPERT

Germany's Change Expert #1. That's the way, Ilja Grzeskowitz, CSP was introduced on American C-Suite TV. He is an award winning Keynote Speaker and bestselling author of nine books, who has given presentations in fifteen countries on five continents. The change management expert inspires, influences and motivates leaders, entrepreneurs and employees to combine innovative thinking with taking massive action. In 2016 he received the CSP (Certified Speaking Professional) designation from the National Speakers Association in Phoenix, Arizona. A great honor, because only 7% of all speakers worldwide are allowed to carry that title.

CERTIFIED SPEAKING PROFESSIONAL (CSP)

The featured author of the C-Suite Book Club studied marketing and was the youngest store manager in Germany's largest retail corporation. Since he founded his own company in 2009, he helps organizations all over the world to recognize and use the huge opportunities lying in every change. It's no wonder, because this topic has always been the central theme of his life. At the peak of his corporate career, he was regularly fighting at difficult locations, and, together with his teams, he had to find ways to achieve excellent results even under tough circumstances. The experiences he had at that time are a vital part of his speeches, workshops and consultings today.

CHANGEMAKER & TRENDSCOUT

A look in the dictionary: Ilja Grzeskowitz (Graesch-ko-witz): 1. Keynote Speaker 2. Bestselling author of 8 books 3. Changemaker: Special combination of big ideas and taking action. 4. First German to be featured in the C-Suite Book Club 5. „Germany's #1 change expert (C-Suite Radio). 6. Former Top Manager for Karstadt and IKEA 7. CSP 8. Awarded with Best Business Book Award for selling over 100.000 books 9. Likes golf, traveling around the world und dining out 10. Loves his family 11. Questions the status quo since 1975



”

Thanks, Ilja, for sharing your passion for change as a chance to go beyond our self-created limitations. You touched and encouraged our SWISS audience with your witty life and business anecdotes. Audience reviews stated it was the best event of this kind ever!”

Elisabeth Tanke Sugimoto
Senior Manager Culture, Change & Talent
SWISS International Air Lines Ltd.



Sought after media expert

ONE MAN, MANY TALENTS

VALUES, FACTS & PERSONAL INSIGHTS

ILJAS MOST IMPORTANT VALUES

**RESPONSIBILITY. SELF-DETERMINATION. TEAMPLAY.
FAMILY. FREEDOM. COURAGE. INTEGRITY.
CLARITY. DECISIVENESS. HUMOR.**

ILJAS NO-GO VALUES

**DISHONESTY. COWARDICE. SELFISHNESS.
LACK OF HUMOR. CYNICISM. NEGATIVITY.
VIOLENCE. HATE. DOGMATISM. VAGUENESS.**

ILJA LIKES ...

- His family & playing golf
- Black coffee (lots and often)
- Fritz Cola sugarfree
- Single-Malt Whisky
- Big hearts
- People who don't give up
- Summer in Berlin & traveling to the USA
- Colored socks & the humor of Lorient
- The energy of New York & the relaxed atmosphere of Los Angeles
- Dining out at The Brooklyn in Berlin
- The books of Ayn Rand & Thomas Mann

ILJA DOESN'T LIKE ...

- Haters & Naysayers
- People without an opinion
- Political Correctness
- The cold winters in Berlin
- Entitlement mentality
- Coffee with milk & convenience food
- Having no sense of humor
- Whining & complaining
- Warm beer & problem thinking
- Talking instead of taking action
- Quitting too early
- Watching TV all day
- Saying one thing and doing another one

ILJAS EXPERIENCE...

- Civil Service: Taking care of disabled children
- Interpreter & Businessplan-writer
- University degree in economics and marketing
- Store manager for Karstadt & Wertheim
- Project Leader „Outlet Center“ for Hertie
- Store Manager IKEA
- Guest Lecture Positions at HWR Berlin and SRH University Berlin
- Bestselling author of 9 books
- Entrepreneur & Keynote Speaker

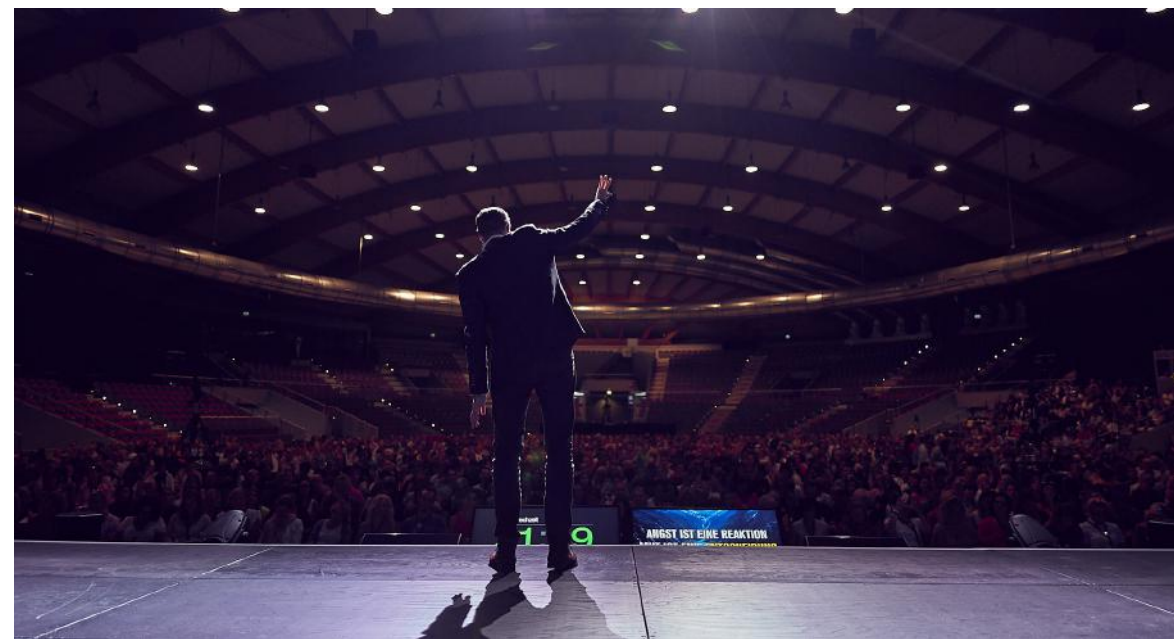
ILJA IN NUMBERS ...

- 43 years old & 190 cm tall
- 1 wonderful wife
- 2 beautiful daughters
- 1 House built
- 4 trees planted
- 9 books written
- 12,4 Golf handicap
- 1 big passion: Change
- 1 goal Turning problems into opportunities
- 1 standard: Always go the extra mile
- 1 message: Think. Do. Change.
- 1 mission: Inspiring people to use the power of change to become the best version of themselves



KEYNOTE SPEAKER MADE IN GERMANY

MOTIVATIONAL SPEECHES AND CHANGE
PROGRAMS WITH AN IMPACT



Quality made in Germany. If you book Ilja Grzeskowitz as the Keynote Speaker for your next event, you can be sure: With his presentations he will inspire, influence and educate your audience. As a bestselling author of eight books, he combines strong content with humorous entertainment. But it is his passion for the topic of change that makes him such an authentic expert. Bring in Ilja as your next keynote speaker, and he will make your audience laugh, think and take action. Your people will receive a presentation, which is full of inspiring stories, unique ideas and motivational messages. He will move you with his personality, his unique content and his entertaining delivery style, that fascinates audiences all over the world.

”

Thank you so much for your awesome change presentation at our international sales conference. The Keynote Speech was powerful and humorous, so that the sixty minutes felt like ten. With your emotional storytelling and specific content you inspired us all and definitely left your mark on us!

Kai Kowalewsky - Director Materials Management /
BITZER Kühlmaschinenbau GmbH



Inspiring keynotes with the right combination of content, entertainment and humor



Individual preparation guarantees a deep connection to your audience



Ilja Grzeskowitz makes you think, laugh and take massive action

KEYNOTE #1: THE ATTITUDE OF CHANGE

HOW TO DEVELOP A CHANGEMAKER MENTALITY AND TURN PROBLEMS INTO OPPORTUNITIES



Change is Chance. But is your team constantly working on developing new ideas, because everybody knows that changing actively is a big opportunity to get better? Or do you have people in your organization, who say: "Why change? That's the way, we have always done things." In this powerful and inspiring keynote speech, you will discover, how to use the 4 C's of change, how to develop the necessary attitude and finally, how to master change when change is hard.

Ilja believes that organizations only change, when the people change. And he believes, that change only works as a team. With his 4 C's of change, you will receive a powerful formula for better results in business and in life. If you really want to master change, you need to make four choices: Chose your focus. Choose to take a chance. Choose your Vision. And chose to take action.



CONTENT AND AUDIENCE TAKE AWAYS

- The mindset of successful change
- Turning problems into opportunities
- How to lead your people to leave their comfort zone and take the first step into change
- The four choices of change
- Business as usual is over: How to deal with the rapidly changing world around us
- Conquer doubt and raise the motivation of your team
- The 7 Second rule for transforming your ideas into sales, service and results

”

Ilja has implemented the Change-DNA into the audience. Our 400 Guest were inspired by his outstanding Speech. The combination of strong content and his entertaining presentation style was the reason, that every single guest had the desire to change and could take away specific ideas for his daily business.

Dr. Jürgen Wigger
CEO / BEWITAL petfood GmbH & Co. KG

KEYNOTE #2: THINK IT. DO IT. CHANGE IT.

HOW TO DREAM BIG, ACT BOLD AND GET THE RESULTS YOU WANT



”
Dear Ilja: Great Speech! Your presentation at our kick-off event „We are sales“ at Willenbrock was awesome, extremely motivating and inspiring. The team is ready to act on it!!!

Dr. Ralf Dingeldein
CEO/Willenbrock | Linde Group

We live in tough times and it seems that nobody is happy with the circumstances in our society, at work or at home. But instead of taking action, everybody is complaining, whining and waiting for somebody else to do something about it. Instead of changing ourselves, we hope that others will take responsibility. Instead of actively living our dreams, we are waiting for the perfect moment. But unfortunately, that moment will never come.

Ilja Grzeskowitz has declared war to this passive wait and see approach. Think it. Do it. Change it. This is the memorable mantra of the change expert, who shows you his step-by-step approach how to think big, act bold and

get the results you want. You will find out how you can create a culture of change that is based on openness, innovation and the courage to try out new ways.

Get your company ready for the challenges of the future. If you know how to deal with the changes around us, you will have the biggest competitive advantage you can think of. Implement the change dna in your organization and actively start to think, act and change.

KEYNOTE #3: LET`S TALK ABOUT CHANGE, BABY!

WHY WE HAVE TO CHANGE TODAY, TO STILL BE SUCCESSFUL IN THE FUTURE



”
Ilja nailed it with his presentation on change management. He inspired our team, made us question the way we approach our business and gave a very motivating speech. Big thanks and we're happy to have you back again...!”

Rolf Plessing
Manager Service Engineering / Daimler AG

Ilja invites you: Let's talk about change. And then take massive action. Because in times of constant change, there is one thing, that you can be sure of: Only doing, what you did yesterday is no longer enough. You have to make the necessary changes today, to still be successful in the future. But why do so many people struggle with change and do not get the results they want?

In this entertaining keynote, Ilja Grzeskowitz reveals how to use the huge opportunities lying in every change. You will learn, why the world needs more battery changers, what an actress (who is a combination of Cameron Diaz and Margaret Thatcher) can teach you about

motivation and why New York sometimes is just around the corner. With humorous stories, memorable Examples and inspiring aha-effects, Ilja will teach you, how you can deal with the small and big changes of everyday life.

But there is more. You will learn, which two words have the potential to change your life, why collecting underpants is the biggest enemy of thinking differently and why the seven second rule can be your most valuable tool, when it comes to lasting results. In short: You will learn. You will laugh. And after this keynote you will be highly motivated to take massive action.

HOST OF THE ANNUAL CHANGE AWARD

HONORING ENTREPRENEURS,
CHANGEMAKERS AND INNOVATIVE THINKERS



Four years ago, Ilja watched the Oscar's on television and was frustrated, that only celebrities, sport stars and politicians were honored with an award. In this moment of anger, the idea for his own change award was born. Why don't we also appreciate the people, who are passionately working at making the world a better place every single day? The entrepreneurs, changemakers and everyday heroes of our time? Since then, exactly these people receive one of Ilja's change awards for being a role model for their co-workers, customers and friends.

In 2016, the four awards went to Christine Walker, the CEO of the Munich based PLU

Group, Christina Ramgraber, a successful entrepreneur and founder of Sira-Munich, the Afghan Topmodel Zohre Esmaeli and Kai Feige, the CEO of Jococon GmbH.

Since 2013, the change award show is hosted once a year at the famous Quatsch Comedy Club venue in Berlin. But it's not only the award ceremony itself, that fascinates the audience so much. It's the special combination of top-class speakers, inspiring show acts and high level networking opportunities, that creates an atmosphere which makes this annual event a must-see-show in Germany's capital Berlin. Will you join us next year?



Speaker and Change Award recipients on stage at the Quatsch Comedy Club in Berlin



Once a year, special people receive a change award for being a rolemodel



In 2017 with Award winner Dr. Alexandra Widmer and Speaker Franz Obst

CLIENTS AND TESTIMONIALS

BECAUSE NOTHING BEATS REFERRALS FROM SATISFIED CUSTOMERS



Granted: It's not easy to find the right keynote speaker for you next event. Obviously, he has to be brilliant on stage. But he also needs to have lots of expertise, to be able to wow your audience and to tailor his speech exactly for your needs. And who could judge all these points better than the people, who have actually seen and experienced the speaker live on stage? Who have worked with him prior, during and after the event?

An old marketing quote goes something like this: „Happy customers are the best advertising you can get.“ And it hits the nail on the head. On the following pages, you'll find Testimonials, Statements of happy customers and a list of clients who hired Ilja as a Keynote Speaker or Change Consultant for company meetings, association conferences and change programs.



”

Mr. Grzeskowitz is a very experienced, likeable and authentic speaker. He has a unique style which guarantees that the audience is quickly fascinated. His content is tailored, credible and perfect to use in our daily business.

Stephan Dayß
Manager / SV Sparkassenversicherung

”

Ilja Grzeskowitz was the Keynote Speaker for our BMW Financial Services Partner Event and we were very pleased with our choice. Working with him was extremely professional und pleasant. Not only is he a true change expert, but he also customized his speech to specific challenges of our industry. With his fascinating and humorous presentation, Mr. Grzeskowitz has definitely moved and inspired our guests.

Dear Ilja, may we say thank you very much, once again. We wish you all the best and are very happy with our choice.

Roger Muhr & Martina Merki
Marketing Directors /
BMW Financial Services Switzerland



”

We had Ilja Grzeskowitz as the closing keynote speaker at our annual conference and are very satisfied. The feedback was extremely positive and he made a positive impact on our people.

Christin Kohnke
HR Director / Nespresso Deutschland GmbH

”

You know what change is all about, when you listen to the real life experiences of this great keynote speaker. To hear Ilja Grzeskowitz speak means to be energized and inspired.

Dr. Heike Schiffler
CFO / Tetra Pak GmbH & Co KG



”

Thank you so much for your passionate presentation at our Business Conference. You really rocked the event, the feedback on your keynote speech was very good. With you unique humor and a can-do-attitude, you fascinated the audience. Every single guest received valuable tools for the daily business.

Bettina Höner - Regional Marketing Manager /
EK/servicegroup Rhein-Neckar eG

”

Iljas speech was very valuable, fascinating and with the right portion of humor. Our staff still talks about his examples and stories.

He made a lasting impact!

Melanie Achhammer
Marketing Manager / Fischer Automobile Amberg





”

Change – it’s the attitude that decides if we succeed or not. Thank you so much for your great presentation!

Bernd Eckl
Executive Vice President Sales, Marketing, Business Development & Corporate Communications / Getrag International GmbH

”

With his authentic and energetic keynote speech, Ilja Grzeskowicz has challenged our leaders to think different, make a change and use the new tools in the daily business: Leave their comfort zone, take a chance and be a role model for others. Oh Yeah!

Jürgen Roßberg
Financial President / Oberfinanzdirektion Hessen



”

Dear Ilja, Thank you so much for your energetic, inspiring and fascinating keynote at our sales conference in Bangkok. Our people are still talking about TNT and #OhYeah! We are very happy, how much you motivated every single one of us.

Alexander Lapp
Manager Strategy & Processes Asia Pacific / Lapp Holding



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| ■ 3M DEUTSCHLAND GMBH | ■ DEUTSCHE TELEKOM GMBH |
| ■ 7S GROUP ABBVIE DEUTSCHLAND | ■ DIGEL AG |
| ■ AOK PLUS - DIE GESUNDHEITS KASSE | ■ DFTA FLEXODRUCK |
| ■ ACCOR HOTELS | ■ DYMATRIX CONSULTING GMBH |
| ■ ALLIANZ VERSICHERUNG | ■ EDWORK GMBH & CO. KG |
| ■ AUDI AG | ■ EK / SERVICEGROUP |
| ■ BASF | ■ ELITE FACILITIES GMBH & CO. KG |
| ■ BAXTER D/A/CH | ■ ELO DIGITAL OFFICES |
| ■ BAYER AG | ■ ENSINGER GMBH |
| ■ BEIERSDORF | ■ ELIA GRID INTERNATIONAL |
| ■ BELCANDO DOG FOOD | ■ FÖRDERVEREIN PRIMÄRBANKEN AUSTRIA |
| ■ BESTSELLER A/S | ■ FORUM ZUKUNFT WINTER ÖSTERREICH |
| ■ BEWITAL UNTERNEHMENSGRUPPE | ■ FESTOOL GMBH |
| ■ BIOGEN | ■ FUJITSUNEXT E.V. |
| ■ BIT.GROUP GMBH | ■ GD HOLZHANDEL E.V. |
| ■ BITZER KÜHLMASCHINEN GMBH | ■ GEMBA AUSTRIA |
| ■ BMW SWITZERLAND | ■ GERMAN COUNCIL OF SHOPPING CENTERS |
| ■ BOLTON ADHESIVES | ■ GETRAG INTERNATIONAL GMBH |
| ■ BRAUN GMBH | ■ GEVAS |
| ■ BYK CHEMIE GMBH | ■ GLOBAL PETS FORUM |
| ■ CANCOM GMBH | ■ HELLA KGAA |
| ■ CAPRI SUN | ■ HIMA |
| ■ COLGATE | ■ HSH NORDBANK |
| ■ CONTINENTAL | ■ HYPOVEREINSBANK |
| ■ CP GABA GMBH | ■ INNO SYSTEMS GMBH |
| ■ CSL BEHRING | ■ JOCOON GMBH |
| ■ DAGEMA EXPORT GMBH | ■ JACK & JONES D/A/CH |
| ■ DAIMLER AG | ■ JANSSEN-CILAG KABEL BW |
| ■ DATEV EG | ■ KAMPMANN GMBH |
| ■ DEUTSCHE BAHN AG | ■ KASSELER SPARKASSE |
| ■ DEUTSCHE LUFTHANSA AG | |
| ■ DEUTSCHE MESSE AG | |



- KF ANDERSEN LEADERSHIP ACADEMY
- KONRADIN MEDIENGRUPPE
- KONGRESSZENTRUM ALTÖTTING
- LAPP HOLDING AG
- LAPP HOLDING ASIA PTE LTD
- LOHMANN UND RAUSCHER
- LUDWIG BERTRAM GMBH
- LBS SAARLAND
- LEHMANN'S MEDIA
- LINDE MATERIAL HANDLING
- MAGNA STEYR
- MARRIOTT HOTELS
- MEDL GMBH
- MERKUR HANDELSWAREN AG
- MESSE PERSONAL SÜD
- MESSE FRANKFURT
- MESSE HANNOVER
- NESPRESSO
- NETTO SUPERMARK GMBH
- NETZWERK WINTER ÖSTEREICH
- NIBE GMBH
- OBERFINANZDIREKTION HESSEN ONLY
- OMNICOM MEDIA GROUP GERMANY
- OSKAR PATZELT STIFTUNG
- PAPERWORLD ACADEMY
- PALL CORPORATION
- PALMOLIVE
- PENTAX MEDICAL
- PERNOD RICARD
- PLURADENT AG
- PROCTER & GAMBLE
- PROVINZIAL RHEINLAND
- VERSICHERUNG GMBH
- R+W ANTRIEBSELEMENTE AG
- RAIFFEISEN LANDESBANK OÖ
- ROHDE & SCHWARZ
- RHENUS AG & CO. KG

- RWE AG
- RINGANA
- RITTER SPORT
- ROTO SMEETS
- SANIVITA GROUP GERMANY
- SCHMACHTL GMBH
- SIP PERSONALSERVICE GMBH
- SCHLEUPEN AG
- STADTWERKE LUTHERSTADT
- WITTENBERG GMBH
- SPARKASSE INGOLSTADT
- SPARKASSE KÖLN
- SPARKASSENVERSICHERUNG
- STARFACE GMBH
- STEGMANN PERSONAL-DIENSTLEISTUNG
- SWISS AIRLINES
- TAKEDA PHARMA GMBH
- TETRA PAK GMBH & CO. KG
- LBS SAAR
- TOBIT SOFTWARE GMBH
- TOP 250 TAGUNGSHOTELS
- TÜV SÜD
- UNICREDIT BANK AG
- UNILEVER FOOD SOLUTIONS
- UNTERNEHMERVERBAND
- MÜLHEIM A.D.RUHR
- VARIO DRIVE NETHERLANDS
- VERO MODA
- VOKDAMS EVENTAGENTUR
- VULCANO GMBH & CO. KG
- WEBASTO SE
- WEBER MASCHINENBAU GMBH
- WILLENBROCK HOLDING GMBH
- WINSTON GOLF
- ZALANDO
- ZARA DEUTSCHLAND
- ZUKUNFT PERSONAL MESSE

BESTSELLING AUTHOR AND WRITER

WORLDWIDE SUCCESS WITH BOOKS ON THE POWER OF CHANGE



Ilja Grzeskowitz is not only a passionate keynote speaker, but also a very successful writer. He loves to promote his ideas, messages and opinions through the written word and has already published eight books in various countries, e.g. China, Czech Republic or the United States of America. His readers especially like his casual writing style and therefore his ability to communicate complex topics in a simple and understandable manner.

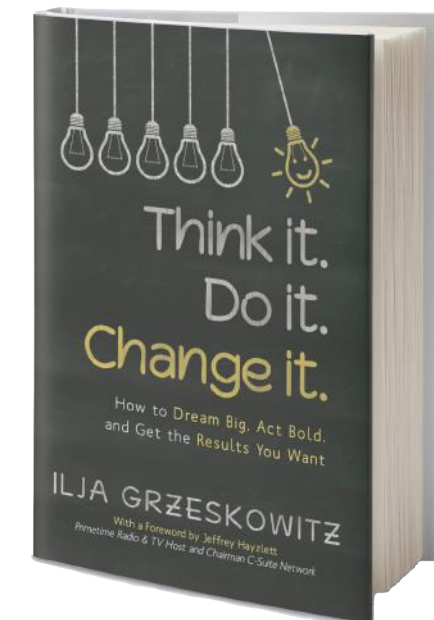
He has written several bestsellers, most of his books are in their fourth or fifth printing, and his book "Mach es einfach!" has been awarded by the German Newspapers "Hamburger Abendblatt" and "Berliner Morgenpost" as

one of the Top 5 career books of 2016. Ilja is the first German author ever to be featured in the C-Suite Book Club in America and his international bestseller "Think it. Do it. Change it. How to Dream Big, Act Bold and get the Results you want" was successfully launched at two big events in Boston and New York.

In 2018, Ilja received the Best Business Book Award for selling more than 100.000 copies of his books.



Best Business Book Award for over 100.000 sold copies



ILJA

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www.grzeskowitz.com