



# Competitive Advantage Through High-Performing Teams

Organisations with well-trained, high-performing teams excel during business-as-usual and in times of crisis. First responders, elite sports teams, and pilots exemplify high performance, sharing key traits that can benefit your teams. I harness these proven strategies to elevate your team's performance, ensuring resilience, cohesion, and readiness for any challenge.

## Why it Matters

A high-performing team gives an organisation a competitive advantage through its resilience, adaptability, consistent, high-quality outcomes, and problem-solving skills. These teams excel during both business-as-usual and crises.

Pilots and first responders exemplify high-performing teams that thrive under stress and pressure. Their success hinges on trust in their skills, equipment, procedures, and each other, enabling them to react effectively when things go wrong.

In this workshop, participants will learn the keys to building trust, and being trusted, as part of a team.

They will experience the value of shared situational awareness, open communication, clear roles, standardised procedures, decisive decision-making, continuous training, supportive leadership, and effective stress management. These elements are crucial for creating a high-performing, trustworthy team capable of navigating crises and achieving success.

## What They Say

Dave was able to cut through the fluff and use some of his videos from the rescue helicopter to clearly demonstrate teamwork in action, and then broke down the components, showing us how we could use the skills in our team.

Karen Y.  
Nurse Educator  
Dallas, Texas

Dave spent the day with my team for a workshop focusing on WHS & the importance of Team Work. Ever team member took away something to work on personally or to work on with their team on site. We can't wait to work with you again.

Kim Allen  
CEO, CRA Construction, Brisbane

We were blown away by some of his stories. I have never been on a helicopter but now understand why creating a common operating picture is so critical for my back office team!

C. Brookes  
Auckland, New Zealand

## A Unique Perspective

In the corporate world, people are often taught 'essential' or 'soft' skills, which enhance their technical skills and help teams work well together. In aviation, we are taught crew resource management (CRM), which I consider as the magic behind high-performing teams.

During one of the most challenging rescues in my career, one of two people we had just rescued from a disabled yacht fell from our rescue harness and down into the raging sea below. We quickly lost sight of him as he hit the water.

Remarkably, as he fell from the harness, our team remained calm and focused – our priority was to get the second person into the helicopter. Once he was safely onboard, we used our skills (and a bit of luck!) to locate the man who fell, and I was lowered into the six-metre waves to rescue him a second time.

High-performing teams need to operate effectively in the most adverse conditions; I use stories from my career to show your teams how they can work together to solve any incident they face.



**BOOK DAVE**

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