

TESTIMONIAL BY JOHN KARAGOUNIS

CEO Circle – Executive Chair

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“I've known Mario for many, many years and worked with him in a multitude of capacities. We've presented together. I've seen him in workshops, and he's presented to our circles right around the country. And as such because of all that he's gone in coached a number of our CEOs and their EAS and leaders across a number of organisations. I've seen him firsthand working with him and also seen the impact of the difference that he's made in people's lives as a consequence of, you know, the feedback that I've received from a number of people across our service. He's, he's bigger than Ben Hur is he's such an entertainer. He makes it fun. He breaks it down and, you know, we call him the time whisperer, because that's the one thing we've got a finite amount of, of things and it's time so time is of the essence, our activities. So important. Mario is all things productivity, and it's such a buzzword right now amongst leading CEOs right around the country, you know, with work from homework from work or flexible working arrangements. He brings that productivity element to the fore and allows people to be much more productive, much more efficient with their time. Hence, take time back from doing the mundane things and even the most complicated of things, his expertise, and his coaching abilities, where he adds true value and makes an enormous amount of difference. To ensure that people are spending the right time doing the right things in the most productive of ways. One of the biggest challenges of CEOs is having people that they partner with and work with. And the ATA is a prime example of that. That connectivity piece and understanding etc. and more as a conduit of make that happen between the two and to ensure they're on the same page. They're aligned completely. From a few fronts not only the technical front but also the value that he adds from his insights about individuals and people. Mara has this ability to simplify even the most complicated and with CEOs that he's worked with in the EAS or separately, etc. The feedback has been that my goodness, I've got my time back. I've learned how to do new things much more effectively and much more efficiently. The cumbersome way of doing it that I've been doing all forever in a day has been streamlined to the nth degree and that's from Ai capability through to technical capabilities and the stuff that Mario does really, well but he's a people person. He's got an artistic background. So the way that he presents things is just so palatable and so on and people understand what he's talking about much more easily and he also understands people so in the sense personalities, characteristics, and the most important thing is to see a leader and their subordinate or the EAA or whatever it might be aligned completely an ecosystem, align everything that they do, from a productivity perspective, all the way through the other things that he does has a as a productivity coach, so he's amazing, absolutely amazing. So in these current times there are so many variables that are out there are beyond our control. One thing that we do control and one thing that is it's imperative that we do control is the way that we you know, utilise our time and try to make the things that we do much more streamlined, much more effective, and efficient to focus on really Madison that's how people that's where Marissa comes into the picture where he simplifies everything. He puts processes and systems in place to allow, you know, people to get stuff done quicker and more efficiently and more effectively. He builds good habits, breaks old habits to build new

habits, and the new habits are much more productive habits. And that's where I've seen firsthand. I've experienced that myself in terms of him helping me manage my time more effectively and more efficiently. So, I can do the things that really matter and not get caught up in the Gulf of the day to day and not get lost either because there's so much noise and it helps filter that noise out. So having worked with CEOs for 25 plus years. I know and it always has been the case that the most important and the most valuable commodity is time. And no one can take or give back the time that they've lost. So having someone help them navigate through the complexities of working your day to day and help you streamline that whole process to give you time back is worth its weight. In gold. And that's what Mario does, in a simplistic way. That's what he's specialises in doing that. And you know, he can't find anyone more valuable, or anyone that makes a bigger difference in that in that regard. Then Mario Mario has real he says as he sees it, it's not a popularity contest for Mario. He'll tell you what you need to hear, not what you want to hear. So Mario puts processes and systems in place after he sat down and listened. Listen attentively, and that's another skill that he's gotten, which is probably the top three. The fact that he listens, he listens carefully, and understands exactly where the issues and the problems lie, and then comes up with solutions to meet those problems. Long term, not for the short term. We're talking sustainable patterns, sustainable habits that give you time back and lead you to being a more effective individual, a better person, a better everything because he's given your time back. I've had the pleasure of presenting with Mario, and he's such a former he must be organised that much more live. But he is such a professional, that the amount of work and effort that he puts into puts into every single presentation just shows how much of how important it is for him to actually deliver value and ensure that everyone walks away from that presentation with something and that's a testament to the individual because of the preparation that he puts in and all the work that goes into everything that he does. He does it with excellence. He really does say it's a pleasure to work with him.