

The Power of Story & Resilience



There is no such thing as an agreed fact

THE IDEA

Most weeks, somewhere in Sydney, Jahan stands up in a courtroom and tells a story. The prosecutor, in good conscience, tells the opposite one. Same facts, same day, same person in the dock. Nothing separates the two versions but arrangement, and the arrangement decides the future. That is not a trick of the law. That is how reality works. **The facts are the cards. The story is the hand you play.**

A story is a rearrangement of key details towards an outcome that serves you. The reality you are living in right now is an interpretation.

THE THESIS OF THE NIGHT

THE NIGHT

Every business in this room has had the year where forces outside it rearranged everything. Policy moved. Markets turned. The letter arrived. This night is not about pretending those forces away. It is about the one lever no government, no market and no letter can take off an operator: the story they build from the facts in front of them. The job of the night is not to teach the room something new. It is to remind them of what they already know, and to put the pen back in their hand.

WHY JAHAN

Apart from a person's doctor and a person's priest, a criminal defence lawyer is the only one who meets people on the worst day of their life. Jahan Kalantar has spent his career in that seat: managing partner of Executive Law Group, TEDx speaker, best-selling author of **Talk Your Way Out of Trouble** (Pan Macmillan), with more than 480,000 people following how he thinks. He has watched human beings stand back up more times than almost anyone gets to, and what he brings to Hahndorf is what they taught him. And he walks in as one of yours: an EO member and EO Sydney board alumnus, in the room as family.

YOUR MEMBERS WALK OUT BELIEVING

1. That facts do not decide outcomes, arrangement does, and in business, as in court, nobody else holds the pen.
2. That resilience is not a temperament some people were issued at birth. It is built under load, rep by rep, exactly like strength, and sun on your face now does not mean you never stood in the cold.
3. That the ledger of their life runs longer on the side nobody talks about, and that all it takes to win is to keep showing up.

One sitting, keynote into working session, and the room goes into the evening with energy up.