



ROBERT MAZUR

BUILDING TEAM SUCCESS:

Robert Mazur delivers important messages from a platform built on his New York Times bestselling book, *The Infiltrator*, and the internationally released film of the same name, based on his book. He enlightens attendees about how an “impossible goal” was achieved through a process that can be applied by them to likewise achieve their own “impossible goal”. He motivates audiences to take clear steps to make their goal an attainable reality.

1. Fully **analyze the goal**. Dedicate time and experience to clearly identify all aspects of what you need to accomplish to achieve success. *Mazur and a team of agents scoured volumes of intelligence to identify and assess the strengths and weaknesses of their target, in order to evaluate the feasibility of achieving their goal – INFILTRATE THE FINANCIAL AFFAIRS OF THE WORLD’S MOST POWERFUL CRIMINAL ORGANIZATION.*
2. **Train** to properly prepare yourself and your team to do the tough work needed to achieve the goal. *Specialized training in business administration, banking, accounting, black money markets, and law enforcement techniques wasn’t enough. Specialized advanced training in long-term undercover techniques was crucial to prepare the key employees for the mental and physical challenges of living double lives.*
3. Methodically **design an effective business plan**. *18 months of meticulous planning led to an operational business plan which delivered a roadmap that identified clear goals, staffed with key employees, critical resources, necessary funding, a process to assess progress, and all the intelligence required for the team to work collectively toward success.*
4. Fully **dedicate yourself to the plan** and inspire team members to do the same. *The story of The Infiltrator speaks to the dedication of the 200+ team members who helped keep Mazur and his fellow operatives from the deadly risks of the underworld. They put their lives on the line for one another every day, for years.*

5. While carrying out the plan, **make reality based adjustments** through a periodic fair assessment of progress. *Despite the dangers of compromise, through a series of covert contacts, the prosecution team secured key information in real time, in order to assess adjustments and offer guidance. Periodic meetings attended by more than 100 federal agents, management personnel, and prosecutors gave the entire team the opportunity to air information, concerns and needs that led to timely adjustments.*

Mazur shares insights about his transformation from cop to apparent underworld figure. He underscores the unique value of being a key member of a team that embraces common goals and jointly dedicates themselves to achieving what is otherwise thought to be “the impossible”. Mazur’s success speaks to the role of “the difference maker” as being an inspired member of a talented goal oriented group of professionals who collectively embrace a core belief.

Mazur keeps attendees on the edge of their seats as he winds his team building message with insights about the threat the underworld poses to many institutions. He highlights the dire reputation cost to individuals and firms caused by their unwittingly getting involved with unsavory characters and shares how crime syndicates are destabilizing legitimate global markets by creating business conglomerates that don’t need to make a profit. He identifies certain geographic areas, business types, product types and transaction patterns which often signal a company could be connected to the underworld. Sharing his experiences, he equips others to uncover the red-flags which should trigger the deployment of enhanced due diligence resources. Mazur enlightens audiences about some of the techniques used by corrupt institutions to service people who possess “money seeking secrecy from governments”. This poisonous money, generated by drug traffickers, fraudsters, tax evaders, illegal arms dealers, sanction busters, pilferers of treasuries, and others amounts to nearly \$2 trillion annually. As these funds move around the globe undetected by governments, Mazur will help to ensure your institution does not become a refuge for tainted funds.