



KEYNOTE SPEAKER · WORKSHOP FACILITATOR

Dr. Kester I. H. Crosse II, MD

PHYSICIAN · AUTHOR OF *OPEN DOORS* · MENTOR

Talent opens the first door. People skills open every door after that.

A board-certified gastroenterologist who has spent decades evaluating, hiring, coaching and mentoring students, athletes and professionals across academic, corporate and clinical settings — and kept seeing the same thing: the most talented person in the room was not the one getting the opportunity.

He wrote down what he had been teaching one-on-one for years. That became *Open Doors*. He now speaks to the rooms he wrote it for.

EDUCATION	MEDICAL DEGREE	ROLE	AFFILIATION
Hampton University	U. of Maryland School of Medicine	VP Clinical Affairs, Gastro Health	Kappa Alpha Psi Fraternity, Inc.

SIGNATURE TALKS

CH 1 · KEYNOTE Talent Opens the First Door Why the most talented person in the room is so often not the one who gets picked.	CH 5 · WORKSHOP Do You Have the TEEE? The audience scores itself live across Talent, Effort, Energy, Execution — and leaves with a number.
CH 7 & 10 · WORKSHOP How to Start a Cold Conversation The 5-Second Rule, Compliment + Introduction, FROM, and YES → ADD → ASK — practised in the room.	CH 4 · WORKSHOP Your Story Is Your Résumé Past, Present, Purpose. Sixty seconds, three beats, drafted and said out loud.
CH 6 · KEYNOTE What You Are Actually Worth Market value is what people say when you are not in the room. It is built from daily choices.	PROLOGUE · FACULTY The Exposure Gap For staff, not students: what first-generation students arrive without, and what an institution can do.

WHAT AN AUDIENCE LEAVES WITH

/40 A TEEE Score they worked out themselves, in the room	6 Frameworks short enough to recall under pressure	14 Days of specific daily actions to run afterwards
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It is based on experience rather than theory. Not a book about changing who you are — about sharpening how you show up.

Rick Deadwyler · U.S. Region Corporate Affairs Executive, from the foreword

ON STAGE



THE BOOK



Open Doors

12 chapters · 178 pages · six frameworks. Available in paperback, hardcover, Kindle and audiobook.

★★★★★ 4.8 · 117 ratings

Keynote 45–60 min · Workshop 60–90 min · In person or virtual · Books bundled on request

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