



*Scott Tillema*

**KEYNOTE SPEAKER  
HIGH STAKES COMMUNICATION  
& NEGOTIATION**

Scott@ScottTillema.com | www.scotttillema.com

# THE HIGHLIGHTS

2026 Speaker reel



Full Keynote: Influence



AS FEATURED BY:



“When you can effectively influence others, your business wins, your team wins & you win.” Scott Tillema

[Scott@ScottTillema.com.com](mailto:Scott@ScottTillema.com.com) | [www.scotttillema.com](http://www.scotttillema.com)

# Meet Scott

**FOUNDER, TOP RATED KEYNOTE SPEAKER,  
CORPORATE TRAINER, 1M+ TEDX VIEWS**

Scott Tillema is a leading authority on high stakes communication, influence and leadership. He draws on his unique background as a **SWAT hostage negotiator** with over 20 years of law enforcement experience. Educationally, Scott holds degrees in behavioral science and psychology and was trained in negotiation by the FBI and at Harvard University. He speaks globally on the power of emotion in decision making and inspiring people to achieve what they desire.



## **NEGOTIATION EXPERT**

Today, Scott is the **founder of Negotiation Excellence, LLC** and has personally delivered powerful sessions on four continents. As a global keynote speaker and corporate trainer, Scott inspires audiences to use techniques of verbal influence to be powerful negotiators, effective conflict resolvers, and influential leaders.

# SIGNATURE TALKS & PRESENTATION TOPICS

## LEADING WITH INFLUENCE: COMMUNICATING POWERFULLY & NAVIGATING DIFFICULT CONVERSATIONS

Scott's signature keynote speech. Our world is facing tremendous challenges and at the top of the list is the need for powerful leadership. This talk is a journey through the life and stories of a SWAT hostage negotiator, and how the exposure to individuals in crisis has led him to turn his life's work to bringing the concepts of influence and meaning to those who need to hear it most and experience this powerful transformation. Attendees will leave with the inspiration to take action and find influence in their lives.

## COMMUNICATION & CONNECTION: INSIGHTS FROM A HOSTAGE NEGOTIATOR

Scott's educational breakout session. What are the two things that could increase your business while strengthening the success of your team? Communication and connection. Find actionable tools and strategies as you learn how leaders can utilize the same powerful techniques of hostage negotiators, to find influence in all their interactions- personal and professional. Learn active listening skills, the elements of a perfect delivery, and the drivers of human behavior. It's a jam packed educational session!

## CREATE YOUR OWN SESSION WITH SCOTT

Leadership, negotiation, influence, and communication. How can we take these concepts and build a customized talk just for your audience?



### SPEAKING OFFERINGS

#### KEYNOTE

Main stage inspirational talk for organizations or conferences

#### BREAKOUT

Conference presentations designed for educational purposes

#### KEYNOTE PLUS +

A keynote followed by breakout session, with an intimate audience, to go deeper.

#### HALF DAY TRAINING

An engaging seminar highlighting interpersonal aspects of effective leadership skills

#### FULL DAY TRAINING

An interactive leadership skill building day focusing on difficult conversations and interpersonal influence.

#### VIRTUAL

Virtual keynotes from the studio or webinar style, with all in-person content available

# TESTIMONIALS

What organizers are saying...

## GORDAN STODDART



I expected great stories, which I got. What I hadn't quite expected was Scott's ability to translate his wealth of knowledge and experience into **practical and applicable** models we can use in business and in life.

The Recruitment Network

## CLAY SCHROFF



Having worked in sales for decades, I know Scott's life-saving processes that work under the gun also work in boardrooms, car lots and classrooms. Scott brings real world processes and **techniques that produce results!**

The Aspen Project

## CHARLES HEASLEY



We invited Scott Tillema to speak in Texas for our 2023 conference and I **highly recommend him** as the keynote speaker to any CIT conference across America. If you want your keynote to be memorable, Scott is your speaker!

Texas CIT Conference

## KELLEY COLLINS



Meaningful and engaging. Scott had our audience's attention within the first minute. The **positive impact** of his keynote was seen through the remainder of the conference.

Lightning Protection Institute



Scott Tillema is one of the **absolute best speakers** I have worked with in my many years of event planning! From the very first contact he was helpful and kind, always going above and beyond our expectations. Scott's talk was engaging and interesting, delivering content that was helpful and immediately actionable for our staff, I cannot recommend him highly enough!

AMY P. CONFERENCE EVENT PLANNER

Ready to see the feedback from over 4,000 attendees  
from over 50 talks across industries?

View Scott's Talkadot [PUBLIC PROFILE](#).

LET'S  
CONNECT!



Ready to book?

# SCOTT TILLEMA

Thank you for considering Scott as  
your next keynote speaker!

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**CONTACT INFO:**

**EMAIL:** [Scott@ScottTillema.com](mailto:Scott@ScottTillema.com)

**Website:** [www.scotttillema.com](http://www.scotttillema.com)



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[WWW.SCOTTILLEMA.COM](http://WWW.SCOTTILLEMA.COM)

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