LAI Leading Authorities, Inc.

Scott Mann

High-Impact Leadership Expert, Master Storyteller, Retired Green Beret

Leading with Trust: Building Human Connection for Meaningful Impact. In a world filled with distraction, division, and mistrust, the most essential skill for leaders is the ability to connect deeply with others. Yet, human connection among corporate leaders is steadily eroding, leaving untapped value on the table and teams disengaged. Leadership expert Scott Mann brings a unique perspective on how leaders can bridge trust gaps and navigate emotionally charged conversations to foster genuine rapport and mobilize their teams toward strategic outcomes. His insights, drawn from years of navigating low-trust, high-stakes environments, provide leaders with actionable strategies to foster trust, build consensus, and lead with authenticity. His book, *Nobody Is Coming to Save You*, offers further inspiration and practical insights to help leaders connect, lead, and thrive in today's complex environment.

Storytelling as Strategy: Using Narrative Competence to Drive Success. Did you know that audiences forget 90% of a presentation's content within 30 seconds if it isn't delivered as a narrative? In this session, Scott Mann delves into the concept of narrative competence and the neuroscience that makes storytelling one of the most powerful tools for communication and influence. He explains how storytelling is a strategic tool for corporate success, fostering deeper connections at work, and driving positive outcomes. Scott explores the art and science of tapping into our struggles and transforming them into narratives that transcend boundaries and foster empathy. With a focus on emotional intelligence, he reveals how to lower the emotional temperature in high-stakes situations, capture attention when it matters most, and inspire action. Participants will leave with clear, actionable strategies to use storytelling as a tool to enhance leadership, strengthen workplace relationships, and create meaningful change in any setting.

From Fear to Trust: Managing Flight-or-Flight Responses to Organizational Change. Mergers, acquisitions, and organizational shifts often trigger primal fears related to status, resources, and security, leading to distrust and divisive group behaviors within teams. Scott Mann provides actionable strategies to address these challenges, helping leaders create psychological safety and guide their teams through uncertainty. By focusing on the human side of change management, he teaches how to replace fear-based narratives with trust-building approaches that foster collaboration. Scott equips leaders with the tools needed to navigate transitions smoothly and create a more cohesive and resilient organization.

The Human Edge: Influence More. Carry Less. Leading Through the AI Tidal Wave. As artificial intelligence transforms the workplace, leaders face growing pressure to adapt while maintaining the trust and human connection that drive successful teams. Former Green Beret and leadership expert Scott Mann explores why the qualities that make us human are more important than ever in an

increasingly technology-driven world. Through lessons from his military career and time spent navigating high-stakes environments, Mann shows how leaders can build trust and strengthen relationships by connecting with people on a more personal level. His approach offers a fresh perspective on navigating uncertainty while easing the pressures of leadership. Audiences leave with practical insights on how to lead confidently through technological change without losing the human element that makes leadership effective.