



PURPOSE DRIVES LEADERSHIP.

Organizations that “get surrounded on purpose” are driving business forward. Is yours one of them?

Scott Mann is a master at building relationships in high-stakes, competitive environments. As a Green Beret in the United States Army, he forged bonds and solved problems using values that moved people around the world to stand up for themselves. His secret? He was able to restore trust and create human connections in places where that didn't seem possible. He is now bringing those same principles to corporate boardrooms and conference rooms—where trusted leadership is more valuable—and more vulnerable—than ever.

“In today's fast-changing, hyper-connected world, sound bytes and tweets have eroded our ability to communicate with one other,” Scott says. “When we figure out how to look below the water line of what's really going on around us, we get back to those innate, timeless and tribal-like skills that allow us to lead in our business and personal lives. If you can't do that no one is going to follow because they don't trust you.”

As a speaker, trainer and author, Scott remains on a mission to teach companies the same “game-changing” strategies he applied in combat. Having trained over 15,000 Navy Seals, Green Berets, FBI agents, diplomats and law enforcement officers in high-stakes negotiation and leadership practices, he is committed to helping your team learn, develop and instill:



A deeper understanding of the potential for conflict that may exist below the surface, or water line, of your business and why the solution to getting ahead of it is driven by forming stronger relationships at all organizational levels.



The interpersonal skills and communication tools needed to build and/or strengthen internal (employee) and external (customer or client) connections, ultimately turning vulnerabilities into opportunities.



Leadership principles and techniques for driving individual and organizational performance to the next level so that everyone is leading and “leaving tracks” that will help build a legacy of contribution and impact.



Strategies for creating a trusting, resilient and stable workplace that is more nimble, more efficient and more effective.





To book Scott for your next event, contact:
booking@rooftopleadership.com



SPEAKING TOPICS

Scott's process of "getting surrounded on purpose", meeting people where they are, forming personal connections through storytelling and collaboration are timeless Green Beret principles that are more universally in demand than ever.



The Tribal Skill of Leadership: Mediocrity and laziness are Corporate America's silent killers. Using his skills as a Green Beret, Scott will show your C-suite executives, managers and staff how to dig deep and unearth the natural leadership qualities human beings intrinsically have. Just as he advised local tribes in Afghanistan and Iraq, he'll show your team how to fight for and achieve the results you want by returning to a more tribal, less transactional, mindset.



Trust-Building Communication Practices: The adage "trust is the new workplace currency" exists for a reason. With more ways to communicate than ever, the old way of delivering top-down, controlled messages is no longer effective. Scott's techniques, which revolve around active listening, showing empathy and expressing reciprocity, lift understanding, align purpose and improve relationships, while also allowing for healthy and productive differences.



Complex Problem-Solving in High-Stakes Environments: Green Berets are known for thriving in life-and-death situations to achieve strategic outcomes that advance their mission. Difficult challenges exist in the corporate world too. How do you create a high-performing workplace with limited resources? How do you innovate and execute new practices when your team isn't aligned? Working in some of the most conflict-ridden places on Earth, Scott has brokered solutions that mobilized people to take action and move forward.



Creating Motivation through Empowerment: Working with small teams of people from a variety of backgrounds, Scott has seen firsthand and amazing results that those who feel empowered can achieve when they have the right mindset and communication skills. Scott shares the time-tested secrets he, and his fellow Green Berets, have used to empower communities facing extreme circumstances.

ABOUT SCOTT MANN

Scott Mann spent 23 years in the United States Army, 18 of that as a Green Beret, where he specialized in unconventional, high-impact missions all over the world including Colombia, Ecuador, Peru, Panama, Iraq and Afghanistan.

Scott's problem-solving abilities were honed during long deployments in places where trust was absent, conflict rampant and he had seconds to make real connections with local communities using his head, his heart—and when threats closed in against these communities—his hands. With those skills, Scott now helps organizations gain a better understanding of its internal culture, while exposing the potential for conflict that exists when trust has deteriorated. In the same way he empowered local tribes in Iraq and Afghanistan to make transformative decisions, using very few resources, Scott teaches corporate leaders and their teams the relationship-building techniques that drove so many of his successful combat operations.

Scott appears frequently on CNN, Bloomberg, Fox and Friends, Fox Business News, News Max, and dozens of syndicated radio shows including National Public Radio, Wall Street Journal Radio, Fox News Radio and the Jim Bohannon Show. His op-eds have appeared in The Tampa Tribune, Washington Post and the Small Wars Journal.

"Scott's Green Beret experience and non-traditional coaching perspective vastly improved our sales process and led to asset growth of over \$300M in the last 6 months."—Greg Parsons, SEMPER Capital Management

"The first time I heard Scott Mann speak I was immediately drawn in to his knowledge and passion. Listening to Scott is not like listening to an average speaker—listening to Scott is an experience. As a master storyteller, Scott has the unique ability to educate you, challenge you and motivate you all at the same time."—Pete Hegseth, Contributor, Fox News

"Scott Mann gets my highest recommendation. His understanding of leadership and working under stressful circumstances resonates well in the financial industry." — Andrew W. Livesay, Senior Vice President, Morgan Stanley

"Scott Mann is a dynamic storyteller who shares leadership insights through his professional experience as a Green Beret. His powerful message inspired my department of 400 people to become stronger leaders."—Cammie Scott, Human Resources Senior Representative, President-CK Harp and Associates

"Scott's success on the battlefield and in his own business makes him a force to be reckoned with and this is what he brings to the stage. His command of the stage and the audience is guaranteed to produce a thunderous applause because he is real and he is ... really good!" — Vipp Jaswal, Head of International Affairs, Fox News Radio

"If you want to know how to gain and implement real world leadership skills in order to propel your life, family and team to the next level then Scott is the answer."—Sommer Tucker, Personal Trainer, Diamond Beachbody Coach

"When I first saw Scott speak, I was immediately taken by his unique talent for engaging the audience from the first sentence and keeping their attention throughout."— Esmée St. James, Founder and CEO, The StyleForce®

"Scott is an inspiring, unique and amazing storyteller with leadership lessons that every leader and business owner needs to learn. Scott's lessons from the front lines are as unforgettable as they are powerful."—Kevin N. Kimzey, President, Clayton Bank

"When Scott speaks, he brings you into his world, which very few eyes have ever seen firsthand. He inspires us all to fight our own battles and live big — and he reminds us that we can." — David Martin, President, DMCo

"Scott Mann is riveting. When I first met Scott, he struck me as a quiet force. I felt his intensity and respectfulness. The more I listen to Scott tell his story the more I feel his commitment to purpose and excellence."—Yonette F. Thomas, PhD, Senior Advisor, The New York Academy of Medicine & The Association of American Geographers

"Just being in the presence of Scott Mann makes you a better person. After listening to him speak, you want to take action to become the best. The miles he has run are second to none. Scott will add immense value to everyone he gets in front of. His message and energy needs to be on stages all over the world."—Tim Dixon, Sports Performance Coach