

# Speaking Engagements

Respected talent expert Scott Robinson is not only uniquely qualified to provide valuable insights on a wide range of topics related to leadership and talent management, but he is also known to deliver his content in an engaging and impactful way that motivates positive change.

## What to Expect:

- Each presentation will draw on experience, combining storytelling, real-life examples, humor, and audio-visual aids to convey key points.
- The length of each presentation can be customized from 20 to 120 minutes based on need and can include optional speaker Q&A.
- All speaking engagements will contain actionable takeaways for the immediate benefit of attendees.

*“Scott was a speaker at an event that I organized in Washington DC and he knocked it out of the ballpark. The event ended up getting a perfect score from the attendees, and his presentation was singled out as one with the most take away value. I would have no hesitation in using Scott again at another event.”*

**Martino Brambilla, President**  
Embassy Ingredients Ltd.

## Meet Scott Robinson:

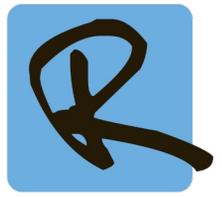


**Scott Robinson** has 35 years of experience in the human capital industry. After founding and leading the largest full-service human resources firm in the Midwest, Scott returned to his entrepreneurial roots to launch [Robinson Resource Group](#), where he now continues to serve as a trusted advisor to executives in the C-Suite.

Scott is certified by the Worldwide Association of Business Coaches as a Registered Corporate Coach™—one of fewer than 1000 such certified Coaches worldwide. In addition to serving on several BODs, Scott is highly active in many business organizations including The Executives’ Club of Chicago (ECC), the Young President’s Organization (YPO Gold), and the National Association of Corporate Directors (NACD).

In addition to his “day job”, Scott is also a dynamic speaker known to draw upon his unique range of experiences and his impressive knowledge base when presenting to senior executives both in private and public settings. Scott’s passion for pushing leaders to achieve their greatest potential is evident in his refreshing, “tell it like it is” approach to speaking, and past participants have praised Scott for both the value of his content and the candid nature of his presentations.

# Sample Speaking Topics



## 1 Recruiting & Retention: Best Practices for making the right Talent Investments

The best investment you can make is one that enhances the effectiveness of your leadership team, and that includes both bringing on board the right talent, and having specific and actionable plans in place for retaining those individuals. In this presentation, Scott will share common mistakes and best practices as they relate to executive hiring, and explain why retention is one of the most crucial cost savings efforts you can undertake.

## 2 Coaching and Developing vs. Training and Directing

It's impossible for your enterprise to be growing if your leadership is not, and if you're still relying on traditional training to develop your talent, you may inadvertently be creating a team of robotic, static thinkers. In this presentation, Scott will share his top strategies for developing innovative and critical thinkers, and delve into why coaching is a far superior tool than training in that it's nuanced, collaborative, fluid, and actionable.

## 3 Succession Planning that Pays

Although succession planning is talked about most often with C-Suite leaders, sustainable leadership means thinking about succession throughout all levels of your group or organization. In this presentation, Scott will share five best practices for making the right talent investments—ones that will lead to heightened engagement, increased motivation, better retention of key talent, and ultimately critical cost savings.

## 4 Your Profit & Loss may not be the only thing Losing Interest

According to a recent survey, a staggering 47% of all employees are either completely or moderately disengaged. In this presentation, Scott will discuss some of the key issues and challenges that are contributing to this alarming trend, as well as share actionable talent solutions that will help ensure your group or organization remains relevant and competitive in today's marketplace.

## 5 The Big "Re:"

Re-evaluate. Re-organize. Re-invent. Re-engage. These are all common terms in the business world, but before you "Re-" anything, it's important to take a step back to assess what specifically isn't working. In this presentation, Scott will outline how to accurately identify when it's time for "The Big "Re:"", and will explain how to ensure that you've properly allocated the time and the resources to productively move forward.

## An Invitation for Partnership:

*"While the above represents a sample of potential speaking topics, I welcome any discussion around additional topics and/or custom presentations. As with all of my professional endeavors, my ultimate goal is to enable excellence within your leadership team, and I look forward to the opportunity to brainstorm how we can partner together to make your next meeting or event a catalyst for positive growth."* — Scott Robinson