

Eric Maddox

Negotiator; Author; Consultant; Army Veteran

Please contact a GDA agent for information.

Topics

- Communication
- Emotional Intelligence
- Leadership
- Military / Veterans / Patriotism
- Teamwork / Teambuilding

About Eric Maddox

Upon graduating from the University of Oklahoma in 1994, Eric Maddox joined the U.S. Army as an infantry paratrooper for the 82nd Airborne Division. After spending three years as a paratrooper, jumpmaster and a qualified ranger, Eric reenlisted as an interrogator and Chinese Mandarin linguist. Since 9/11, Eric has conducted over 2,700 interrogations while deploying eight times in support of the Global War on Terrorism (GWOT) to include multiple tours in Iraq, Afghanistan, South America, Southeast Asia, and Europe.

In 2003, while assigned to a special operations task force in Tikrit, Eric conducted over 300 interrogations and collected the intelligence which directly led to the capture of Saddam Hussein. As a result, he was awarded the Legion of Merit, the Defense Intelligence Agency's Director's Award and the National Intelligence Medal of Achievement. After being hired as a civilian with the Department of Defense, Eric continued to help fight the Global War on Terror (GWOT) until 2014. In May 2015, he earned his MBA from Washington University in St. Louis and is now a private consultant and negotiator and lives in his hometown of Tulsa, Oklahoma.

Eric is also the author of *Mission: Black List No. 1* (Harper Collins, 2008), which he wrote with the permission of the Department of Defense.

Select Keynotes

- **Building Trust Through Empathy Based Listening**

Building trust has never been more essential with the transformation of businesses going virtual this year. While serving as a military interrogator, Eric conducted more than 2,700 interrogations including the collection of intelligence that led to the exact location of Saddam Hussein in 2003. Through this experience of dealing with language, religion and hate barriers, Eric developed a communication technique that built the highest level of trust.

In Eric's premier talk, he will share how to:

- ◊ Integrate empathy-based listening into your communication with employees, co-workers, clients, friends and family
- ◊ Remove distractions and raise the listening level from the standard 25% to Eric's level of 90+%
- ◊ Identify portals of empathy in a conversation that will blow through all other barriers of communication
- ◊ Maximize your influence in all areas of life

- **Follow-up Training: Building Trust Through Empathy Based Listening**

For clients who want further training on Eric's methods, he offers a 1-2 hour program as a follow-up to his Empathy Based Listening keynote.

- **Reinforce Eric's Presentation with a Series of Micro Videos**

Eric will create a series of 30, 45- to 90-second micro videos that can be sent out in a drip campaign to reinforce his presentation. Please ask your GDA agent for pricing.

- **Mission: Black List #1**



Eric's speech is 60-90 minutes and is a roller coaster of events which keeps audiences enthralled. Staff Sergeant Maddox reveals the shocking events that lead him to discover the location of Saddam Hussein after five months of working with the most elite task force in the world and the methods he used to do it. His lessons are from a one-of-a kind experience and they work in any industry.

- **The Power of Teamwork**

Eric shares insight on how he learned to lead from below and work with his commanders, ultimately leading this very cohesive team to the location of the world's most wanted man at that time.

- **What's Your Ace of Spades?**

Eric Maddox is more than a storyteller — as a keynote speaker, he becomes a mentor and guide, drawing insightful lessons from his war time stories that can be applied to different situations. In his experiences, empathy-based listening has drawn people closer to their goals, no matter what they may be. He believes that this active form of listening gains the trust of the people you interact with every day. It is, in his words, the number one tool for expanding your influence in all areas of life. As one of the most sought-after event speakers, Eric Maddox shares how you can use this powerful technique to turn customers to advocates, bosses to leaders, and followers to active contributors in a team.

Each moment of Eric's story draws parallels to the way business intelligence is gathered and the necessity of innovation in an ever-changing landscape. The methods and techniques are as relevant in the boardroom as they are on the battlefield. They are proven methods of success up and down the command structure. Eric Maddox and his story will inspire your organization to take action and risks for growth and unprecedented success.

Topics and themes:

- ◊ Winning Through Empathy Based Listening
- ◊ Perseverance
- ◊ Leadership/Influence
- ◊ Innovation
- ◊ Change
- ◊ Growth

- **Customized Approach to Eric's Many and Varied Topics**

Eric shares his lessons from a one-of-a kind experience and how they work in any industry.

Topics and themes:

- ◊ Empathy based listening
- ◊ Innovation
- ◊ Leadership and influence
- ◊ Perseverance
- ◊ Culture change
- ◊ Teamwork
- ◊ Better decision making
- ◊ Becoming a change agent
- ◊ Adapting to a changing industry

- **Small Group Negotiation Training**

Eric will provide his 2 hour Negotiation and Listening Training to a small group of clients or employees that the client chooses. This is a favorite of every client and is always value added. It is no extra cost but can only be offered for clients who can accommodate the following morning time-frame.

- **Embrace Failure and Move On**

Eric discusses how often he failed in his missions and how he used those failures to ultimately lead to repeated successes.

Select Book Titles

- **2008:** Mission: Black List #1: The Inside Story of the Search for Saddam Hussein - As Told by the Soldier Who Masterminded His Capture

Select Testimonials

A one-in-a-billion story... best speaker I've ever had the pleasure to work with. Your willingness to spend time tailoring the presentation and

answering members questions after the conference was most appreciated. I wish all the speakers I work with could be as generous and caring about the outcome of their efforts as you are.

– *Allison Zimmerman*

We had a fantastic event last night. I have been getting emails all day about how everyone enjoyed the discussions, venue, and presentations. Eric was a big hit – and he did a great job presenting. He actually ended up staying until after 9PM talking with our folks and signing books. That was much appreciated!

– *Bill Ball*

WOW – I love Eric Maddox! He was a dream to have as a speaker – very low maintenance. And his presentations were excellent – really fascinating stuff and my people responded really well to him. I would have loved to have spent more time with him just to ask him questions...

– *Donna Berrington*

Eric was great! Fantastic speaker and really engaged with the audience- they loved him.

– *Grace Arnold, Informa*

I can't say enough great things about last night! Eric was great, funny, insightful, gracious, humble....I could go on and on and on... Truly one of our best resources!!! One comment that was made was that the event was a 15 out of 10!

– *Jennifer Fraps*

Select Client Feedback

Eric Maddox was outstanding! One of the best speakers we have ever had at our event.

– **Mike Forucci** *Momentum Factor*