

Chase Hughes

Persuasion Under Pressure

Does your team know how to close a deal when it counts? Can they look a prospect in the eye, find their emotional hot buttons, and convince them to move forward?

Author and keynote presenter Chase Hughes knows the world of hand-to-hand psychology all too well. As a lead military interrogator in the Middle East, he's helped to mentally unpack and evaluate some of the world's most dangerous men and women.

In his presentation, *Persuasion Under Pressure*, he blends intense storytelling with real-world tactics any leader or sales professional can use to be more effective. This is the one presentation you don't want your team to miss in 2019.



About Chase Hughes

As a bestselling author and a former military interrogator, Chase Hughes is one of the world's preeminent experts on persuasion, motivation, and personal psychology. His book, *The Ellipses Manual*, is considered one of the most definitive texts on human behavior.

Chase began studying the human mind as a young officer. His fascination with the possibilities of perception and motivation led him to keep pushing the boundaries of knowledge in the field. He eventually found himself face-to-face with some of the world's most dangerous individuals.

Today, Chase shares what he learned interrogating terrorists with audiences and readers around the world. When he's not working, he loves spending time with his family in Virginia.