

# SPEAKER INTRODUCTION

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Our next speaker understands something most leaders struggle to admit. Motivation is not the problem. Knowing what to do is not the problem. The real challenge is why capable, hard-working people hesitate when it matters most.

Ryan Wallace is a transformational speaker and executive coach with over 22 years of corporate experience spanning pharmaceutical marketing, enterprise AI sales, and executive leadership. He has served as an Executive Director of Marketing and closed multi-million-dollar enterprise artificial intelligence deals, giving him first hand insight into how pressure, discomfort, and resistance show up inside real organizations.

Ryan's work focuses on helping leaders identify and neutralize the subconscious resistance that drives avoidance. His approach is grounded in neuroscience, sharpened by executive coaching, and proven through lived experience. Once someone who avoided difficult conversations and public speaking himself, Ryan deliberately confronted those limitations and turned them into strengths.

Today, Ryan works with organizations that are ready to stop managing around discomfort and start using it as a competitive advantage.

Please join me in welcoming Ryan Wallace.

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