

# Brian E. Wagner, P.E.

Engineering Leadership Speaker | Author of *Rounding the Bases*



## Command the Conversation

*How Engineering Firms Strengthen Client Trust and Leadership Performance*

### The Business Reality:

Engineering firms rarely lose work because of technical competence. They lose ground in the moments that matter most. High-stakes client meetings. Public hearings. Scope negotiations. Executive briefings. Internal leadership decisions.

When project managers and senior engineers are unprepared for those moments, it weakens client confidence, slows decisions, and exposes the firm to unnecessary risk. Over time, that impacts revenue, reputation, and long-term growth.

### The Keynote:

In *Command the Conversation*, Brian Wagner delivers a practical leadership framework that helps engineering professionals perform with clarity, credibility, and composure under the highest pressure.

Built on the principles from his book *Rounding the Bases*, this session equips your team to:

- Lead high-stakes meetings with authority and control
- Communicate complex issues clearly to non-technical decision-makers
- Strengthen client trust during difficult conversations
- Align internal teams around clear expectations
- Represent the firm with consistency and professionalism

As engineers advance into client-facing roles, their communication becomes inseparable from the firm's brand. The way they handle pressure often determines whether a client deepens the relationship or begins looking elsewhere.

This is not a motivational talk. It is a strategic leadership session focused on improving how your firm performs when it matters most.

### What Changes After This Session:

- Client conversations become more decisive and productive
- Leaders show up with greater confidence and clarity
- Internal communication becomes more aligned and accountable
- High-pressure moments are handled consistently across the firm

### Who This Is For:

- Engineering firm owners and managing principals
- Senior project managers and technical leaders
- Emerging leaders preparing for client-facing responsibility
- Firms investing intentionally in leadership depth

Brian E. Wagner, P.E., is a licensed professional engineer, leadership speaker, and author of *Rounding the Bases: Winning Communication and Leadership for Engineers*.




With more than two decades of experience in civil engineering and land development, Brian has led public-facing projects, developed internal quality systems, and built teams that represent firms in high-pressure environments.

He speaks from direct industry experience, not theory.

### Available Formats:

- 60-to-90-minute keynote
- Multi-session development programs
- Executive leadership intensives
- Bulk book packages available

### Booking and Contact:

-  [www.brianwagner.co](http://www.brianwagner.co)
-  [brian@brianwagner.co](mailto:brian@brianwagner.co)
-  (443) 244-2854