



# FOTINI ICONOMOPOULOS



**Bestselling Author of *Say Less, Get More***  
**Ranked Top 15 Negotiation Expert Worldwide—Global Gurus 2026**

## TURNING WORKPLACE FRICTION INTO PERFORMANCE

Trusted by Fortune 500 teams to equip leaders with practical tools for navigating tension and leading decisively.

## LEADERSHIP | INFLUENCE | STRATEGIC NEGOTIATION

### MEET FOTINI

Fotini Ionomopoulos is a globally recognized keynote speaker and strategic communication expert who helps leaders turn friction into performance.

For over two decades, she has advised executives and emerging leaders across 170+ industries and six continents, translating behavioural science and real-world negotiation strategy into practical tools that audiences can actually apply.

Ranked among the Top 15 Negotiation Experts worldwide and author of the bestselling book *Say Less, Get More*, Fotini challenges traditional win-lose thinking. Her approach isn't about overpowering others—it's about strengthening positioning, building, credibility, and creating results people want to support.



**KEYNOTE PROGRAMS • WORKSHOPS • E-LEARNING • ADVISORY SERVICES**



### WHAT AUDIENCES GAIN

- Practical frameworks to turn friction into performance
- Tools to challenge ideas without backlash
- Language that strengthens positioning and credibility
- Strategies to expand opportunity instead of settling

### WATCH FOTINI



### CONNECT

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## TURN FRICTION INTO FUEL FOR OPTIMAL PERFORMANCE

2026 Global Gurus—Top 15 Negotiation Expert Worldwide

### SIGNATURE TALKS

#### COMMAND THE CONVERSATION: Turning Friction into Performance

Everyday conversations quietly shape performance. When tension is avoided, dismissed, or handled carelessly, momentum erodes and alignment weakens. Fotini equips leaders to handle friction intentionally—building credibility and converting everyday tension into measurable performance.

**Ideal for:** Executives, emerging & aspiring leaders, managers, cross-functional teams, conference audiences

#### LEAD WITHOUT BACKLASH: Rewrite the Script for Success

Many capable professionals hesitate to challenge ideas or hold others accountable—not because they lack confidence, but because they fear consequences. This keynote shows leaders how to build credibility first, then step into tension strategically so friction builds traction instead of backlash

**Ideal for:** Emerging leaders, women's leadership events, ERGs, high-potential programs, professional development conferences

#### BEYOND THE CLOSE: Expand the Opportunity

In commercial environments, rushing to resolution often caps opportunity. This keynote challenges revenue teams to move beyond short-term wins and approach friction strategically—expanding value, strengthening positioning, and driving performance that compounds.

**Ideal for:** Sales teams, client-facing professionals, revenue leaders, procurement, entrepreneurs

### TRUSTED BY:

“Very few speakers combine original content, deep experience, and charismatic delivery. Fotini has all three — and it showed in the highest speaker score we've ever seen.”  
- Neil Courtis, Head of E-learning

“Using experience, wit, and real-life examples, Fotini inspires, emboldens and enables us all.”  
- James Kristof, VP Global

“The session went down extremely well, scoring 9.6/10—one of our highest in the whole summit!”  
- Coaching.com Summit

“Brilliant speaker, entertaining, master of storytelling, audience engagement, and best of all, very rich content.”  
- Lia Grimberg, Loyalty Executive



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