Stage introduction.

For The Talent Paradox

For your emcee, ready to read aloud. About 60 seconds. Prefer to take the pressure off your host? Use the video introduction instead.

Why do we keep hiring the rock stars who dazzle in the interview, and passing over the diamonds in the rough who could have become our best leaders?

Our next speaker spent twenty years being paid to answer that question. Laura Gassner Otting was a Presidential Appointee in the Clinton White House, helping to create AmeriCorps. Then she ran a retained executive search firm, where her job was to see what résumés hide. Today she studies intuition and potential: why we keep grading people on what they have done, when what matters is what they are about to do. She is a *Good Morning America* contributor and the *Wall Street Journal* bestselling author of *Wonderhell* and *Limitless*, and her talk on why success doesn't feel the way it should has more than 3 million views on TED.com.

Fair warning: she is a total research nerd who has never met a study she didn't love, and a storyteller who will make every one of them stick. Please join me in welcoming Laura Gassner Otting.

Short intro · about 20 seconds

Our next speaker spent twenty years in executive search, paid to see what résumés hide. Now she studies how leaders spot potential before it shows up on paper. She's a *Wall Street Journal* bestselling author and a *Good Morning America* contributor. Please welcome Laura Gassner Otting.

Video introduction

Play it in place of a live intro: lauragassnerotting.com/partners