

# 2025 ACEC Midwest States Conference

## **SPEAKER**

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**Dan Oblinger**  
Founder  
Leadercraft

### **BIOGRAPHY**

Dan Oblinger is the premier consulting negotiator for architects, engineers, and construction professionals. He has succeeded in a host of different personal and professional adventures that all add meaning and depth to his work: hostage negotiator, negotiation commander, retired police officer of over 20 years, landlord, cancer survivor, father of six children, husband of only one woman, ditch digger, grocery bagger, onion ring maker, chicken rancher, sheriff's deputy, human trafficking investigator, philosopher, international keynote speaker, and best-selling author. Most relevant for us here today? Dan is the ultimate ringmaster delivering the funnest and finest communication, listening, and negotiations skills workshops for AEC professionals, a well-respected executive coach in your industry, and consults with the best designers, problem-solvers, and builders in the world as they craft strong internal and external agreements for their businesses. He is on a mission to connect listening and negotiation skills to excellence in leading and loving people.