



AWS SKILLS CENTER

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Operational AI™ Strategist | CEO at Stellis AI | Creator of  
The AI SPRINT™ | Former Amazon Executive

# TRENT GILLESPIE

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**SPEAKER PACKAGE**



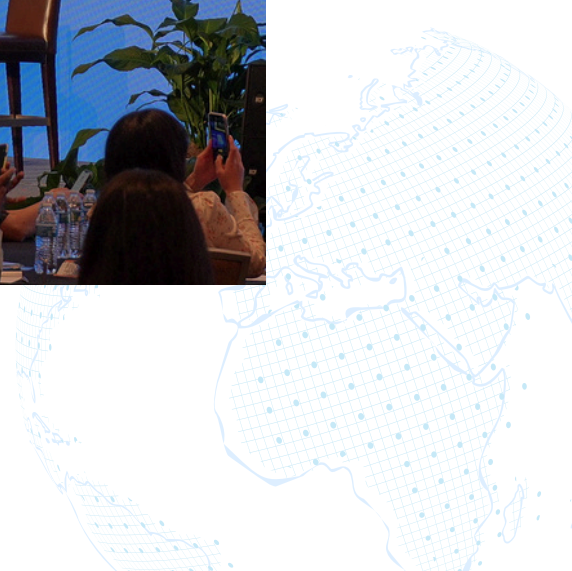
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# TRENT AT A GLANCE

Every leader knows AI is changing everything. Very few know what to do about it. Trent Gillespie spent nearly a decade at Amazon at the center of some of the most consequential AI deployments in history, and left with one clear conviction: AI should create jobs, not eliminate them.

Today, as CEO of Stellis AI, he brings that experience to stages and boardrooms across the country. Through his Future Customer™ and AI SPRINT™ frameworks, Trent helps leaders understand where their markets are heading and build the capabilities to compete and win — without the hype.

Trent's keynotes are built for action — combining real-world implementation experience with frameworks audiences can apply immediately. Beyond the stage, he offers workshops, strategy sessions, and ongoing programs that help organizations sustain momentum and move from AI curiosity to operational impact. All built on a simple premise: organizations that get AI right don't just cut costs. They grow. Creating opportunity for them and the customers they serve.



# BIOGRAPHY

Trent Gillespie left Amazon with a conviction that has shaped everything since: AI should create jobs, not just eliminate them. Now one of the country's leading voices on AI in business, he helps leaders cut through the noise and build organizations that actually win in the AI era — with practical frameworks, real-world experience, and a clear-eyed view of where this technology is heading.

Trent brings more than 25 years of technology and business transformation experience to the stage, including leadership roles up to the CIO level before joining Amazon. After earning his MBA from Seattle University, he spent nearly a decade at Amazon driving global expansion, Last Mile innovation, and Alexa AI privacy initiatives — gaining firsthand experience applying AI at massive scale across some of the most complex operational environments in the world.

Today, as CEO of Stellis AI, he works hands-on with executives across industries to put AI to work where it matters most — the leadership decisions, operational systems, and strategic choices that drive performance and growth. This is what he calls Operational AI™: not AI as an experiment, but AI as a core business capability. His Future Customer™ and AI SPRINT™ frameworks give leaders practical systems for understanding where their markets are heading and how to compete and win. For organizations ready to go deeper, the AI Flywheel™ provides an advanced model for turning AI momentum into sustained competitive advantage.

Known for a grounded, energetic style that cuts through hype, Trent delivers keynotes audiences can act on immediately — combining Amazon-scale credibility with hard-won experience helping mid-market organizations navigate the same transformation with far fewer resources. The result is a keynote that resonates across industries, leaving audiences with tools, not just inspiration.

Beyond the stage, Trent works with leadership teams through workshops, strategy sessions, and ongoing programs that sustain momentum long after the event. He also partners with associations and industry groups to help entire sectors navigate the AI transition — emerging stronger, with better companies and more meaningful careers.



# AUDIENCE IMPACT



4.8 / 5

OVERALL ENJOYMENT



4.8 / 5

VALUE DELIVERED



4.7 / 5

ACTIONABILITY

2,147

RATINGS SUBMITTED  
ACROSS 30+ EVENTS

*"Trent delivered one of the most compelling and actionable sessions of ASAE's CEO Conclave. His pragmatic approach — grounded in real-world experience and Amazon's 'future customer' philosophy — cut through the hype and offered a clear, CEO-ready framework. Trent's session was a masterclass in future-focused leadership."*

**MORGAN MARAVICH**, Vice President, ASAE Research Foundation

## WHAT AUDIENCES SAY

This is the FIRST and only AI talk with actual good info. All other AI talks just tell us why AI is the "next best thing." Thank you for actually making it matter!

**Kim Allison**

CEO—ASAECEO Conclave

It was motivational and actionable. Most try to hype you up but don't give you actionable steps.

**Michael Jackson**

SVP& Chief Innovation Officer, TCFCU

Best discussion on introducing AI to an organization that I've seen out of many.

**Doug Wright**

CEO—NACUSO 2026

It legitimately made me re-think our strategy for 2026. I assumed the operation would be fine — it's not going to be fine unless we make some changes.

**Nate Anderson**

President& CEO— CA Association of Realtors

So amazing — gave me such great insight on the questions I need to be asking my team. I could have a whole masterclass on this topic!

**Jennifer Brydges**

President, AMPED Association Management

That was alarming, informative, and inspiring all at the same time. A rare presentation that can capture all three.

**Dave Morton**

VP, Husky Technologies

## UNFILTERED AUDIENCE REACTIONS

### EXECUTIVES ON TAKING ACTION

I wish my whole leadership team could hear this.

JJ Colburn, co-CEO — Strategic Association Management

I am going to take my leadership team through the slides.

Don Lindsey, CEO — 40 Strategy

Absolutely the best keynote with practical instruction. I will be "re-presenting" to my leadership.

Raju Patel, CEO

Hire this guy to come talk to your group!

Scott Grimes, Partner — Mattison Corp

Every CEO should hear this talk.

Bryan Keller, CEO

### ON WHAT MAKES IT DIFFERENT

I started texting my clients during the talk. Wildly inspiring.

Steve Lucas, CEO & Founder — NatCon 2026

It gave me a sense of what is truly happening in AI — as opposed to what is just being imagined.

Rachel Willis, VP of Innovation

Plain English. Made AI make sense.

Jeanne Sheehy — ASAE CEO Conclave

It is not a sales pitch — more informative and actionable.

Tim Gray — Encore Global

Most impressive session I've attended at any conference.

Lon Varns, President — NACUSO 2026

## THE MOMENT IT LANDS

“

*This is just what I needed to hear at this moment in my career.*

Angela Holt  
CEO — NACUSO 2026

“

*It opened my eyes to a number of future possibilities in my organization.*

Kireem Swinton  
Interim President & CEO

“

*It took the fear out of using AI and inspired me to experiment with my ideas more.*

Alisha White  
Global Sales Director

## THE THEMES THAT EMERGE FROM OVER 2,000 RESPONDENTS

### Actually Actionable

Audiences leave with a clear next step — not just inspiration

### Industry-Tailored

Custom examples for each audience — not a generic AI overview

### Cuts Through Hype

Consistently described as "finally an AI talk that tells the truth"

### Creates Urgency

Leaders leave with competitive urgency — and a plan to act on it



## SPEAKING TOPIC 1: **FLAGSHIP KEYNOTE**

### **Now or Never: Turning AI into a Competitive Advantage**

Every organization knows AI matters. Very few are turning it into real advantage.

AI agents are rapidly reshaping how work gets done, how companies compete, and what customers expect. While most organizations are experimenting with AI tools, very few are rebuilding how their business actually operates.

This keynote shows why this is a now-or-never moment for their business to operate.

Former Amazon AI leader and CEO of Stellis AI, Trent Gillespie gives leaders a clear, grounded view of what's changing now, where AI is creating real competitive separation, and where organizations risk falling behind.

Two proprietary frameworks anchor the session. The Future Customer™ helps leaders see exactly where their market is heading and what their customers will expect next. And the AI SPRINT™ gives them a step-by-step operating model to embed AI into strategy, leadership, and daily decisions. Leaders leave with clarity, confidence, and a practical path to move from experimentation to sustained competitive advantage.

#### **Actionable Takeaways Tailored to Each Audience**

- Understand how AI agents are reshaping productivity, personalization, and customer experience
- Identify blind spots in how you serve your next-generation customer and anticipate the shifts AI will create in what they value
- Apply the 6-step AI SPRINT™ framework to drive innovation, empower teams, and accelerate results
- Build an AI-ready culture where experimentation and learning become a leadership discipline

#### **Recommended Audience**

This program is ideal for leaders at all levels who are shaping strategy, driving operations, and fueling growth in an AI-driven world.

*“The best keynote I’ve ever attended. Pertinent, informative and genuine”*  
– Shawn W. COO

*“The best presentation on introducing AI to an organization that I’ve seen out of many.”*  
– Doug W. CEO

**Book Now at [TrentGillespie.live](https://TrentGillespie.live) or via Tracy Cotton at Michelle Joyce Speakers: (310) 902-5568**

## SPEAKING TOPIC 2

(Employee/General Audience Oriented)

### AI at Work: From Curiosity to Capability

AI is no longer a future concept – it's a daily advantage.

AI is reshaping the workplace, and the rise of AI agents is accelerating how work gets done while also transforming how businesses operate and compete. Agents are beginning to handle tasks, coordinate workflows, and even participate in decisions — changing how companies create value and how people contribute. This moment is creating a major opportunity for employees who learn how to harness AI effectively.

In this engaging keynote, Trent Gillespie helps teams move from curiosity to real capability by making AI practical, relevant, and immediately useful.

Drawing on his experience leading AI innovation at Amazon and advising companies on real-world adoption as the CEO of Stellis AI, Trent shows employees how to use AI to reduce friction, improve output, strengthen problem-solving, and create more value in their roles. With live demonstrations, practical instruction, and a clear path to action, this presentation builds the confidence and momentum teams need to work effectively with AI – and AI agents – in the new world of work.

#### Actionable Takeaways Tailored to Each Audience

- Understand how AI is reshaping work, business models, and required skillsets
- Move from curiosity to capability – learn practical ways to use AI to improve speed, quality, and output
- Learn how to eliminate routine work, reduce bottlenecks, and free up time to unlock higher-value productivity
- Use AI as a thinking partner to strengthen problem-solving, explore ideas, analyze information, and generate better outcomes

#### Recommended Audience

This program is ideal for all employees ready to learn, apply, and get value from AI in their everyday work.

*“Very insightful, inspiring, and actionable!”*  
– Elsa M

*“If you’re afraid of using AI, you need to see this. If you don’t know where to start using AI, you need to see this!”*  
– Dean C.

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## SPEAKING TOPIC 3

(Leader Oriented)

### **The AI Flywheel™: Building a Durable Innovation Engine**

Many organizations make early progress with AI but struggle to sustain momentum. Initial wins fade. Pilots stall. Progress slows. Innovation fades. The companies that succeed in the AI era will be the ones that build systems where improvement compounds over time.

In this advanced, executive-level program, Trent Gillespie reveals how Amazon built one of the most powerful innovation engines in the world — and how leaders can apply those same principles using AI. Through his AI Flywheel™ framework, Trent shows how organizations can turn operational gains, learning, and customer insight into a self-reinforcing cycle of innovation and growth.

Drawing on Amazon's Working Backwards approach and the Future Customer™ framework, leaders learn how to align teams, build feedback loops, and continuously reinvest AI-driven gains to accelerate innovation. The result is a practical model for turning AI from isolated initiatives into a durable engine of innovation and long-term competitive advantage.

#### **Actionable Takeaways Tailored to Each Audience**

- Understand how the AI Flywheel drives continuous innovation
- Build a self-reinforcing AI Flywheel™ that compound results over time
- See how the Future Customer™ focuses innovation on where markets are heading
- Apply Amazon's Working Backwards approach to accelerate AI innovation

#### **Recommended Audience**

This program is ideal for senior executives at larger organizations who are ready to move beyond understanding AI and focus on reshaping their structure, strategy, and culture to drive innovation.

*"Trent's keynote was inspiring, insightful, and refreshingly provocative—clearly outlining how to build healthcare organizations that effectively leverage AI, with an enlightening look into Amazon's bold healthcare strategy."*

*– Mark Neaman, President, Health Insights*

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Michelle Joyce Speakers: (310) 902-5568**

# GO BEYOND THE KEYNOTE PROGRAM

Extend the impact of Trent's keynote with additional offerings tailored to your organization



## Keep The Momentum Going

Booking Trent opens the door to a full suite of learning experiences designed to keep your audience engaged, informed, and ahead of the curve on AI. From follow-on virtual programs to hands-on in-person workshops, every offering is built to extend the impact of your event.

### Virtual Training and Ongoing Programs

- **Generative AI at Work:** Trent's 5-star rated online course, available for your entire team
- **Post-event Webinar Series:** From a single follow-up session to quarterly updates, keeping your group current as AI continues to evolve

### In Person AI Training and Strategy Workshops

- **Facilitated AI Opportunity Sessions:** Structured group discussion and brainstorming to surface where AI creates the most value for your organization
- **AI 101 Workshop:** Tailored for staff, business leaders, and executives
- **SPARK Action Workshop:** Educate your leadership team.
- **Future Customer Workshop:** A facilitated strategy session to build an AI-ready business roadmap

### Large Group Seminars

For organizations ready to go deeper, Trent and his Stellis AI team can design a full transformation experience for groups up to 300 people. Options include hands-on AI training, AI SPRINT one- and two-day business masterclasses, onsite AI help desks, AI startup showcases, and guest appearances from other leading AI practitioners.

### AI Implementation

Through Stellis AI, Trent and his team provide end-to-end implementation of AI technologies for organizations of all sizes — turning strategy into working systems.

### Ask about bundled pricing when booking your keynote.

*“Trent led our two-day AI seminar and exceeded expectations by pairing his technical expertise with clear, actionable guidance. He tackled real member issues head-on, outlining step-by-step AI solutions our members can deploy immediately across marketing, sales, and operations. Since the seminar he’s continued partnering with us to implement those solutions, delivering measurable value to our members. I highly recommend Trent to any organization serious about using AI to drive results.”*

– Mark DePasquale, CEO, NPSA

Trent Gillespie

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# VIDEOS



[Speaker Reel: Watch](#)



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# 2026 RATE CARD

Trent can be booked directly via:

Email: trent@stellis.ai

Office: 206-672-7350

Mobile: 206-919-9256

## **In-Person:**

*Up to 60 Minute Keynote:*

**\$20,000 GROSS\*** plus **\$2,500** travel buyout

*Up to 3 Hour Workshop:*

**\$30,000-45,000 GROSS\*** plus **\$2,500** travel buyout

\* Note:

1. Travel buyout is inclusive of airfare and ground transportation in home and event city.
2. Client to provide up to 2 nights on-site hotel accommodations (Room and tax must be billed to the master account)
3. Workshops are customized and fees will vary within this range.
4. Speaker fees are subject to change without notice.
5. Trent may discount his fees for industry associations and non-profits as part of his goal to provide support of the small business community.

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## **Virtual:**

*Up to 60 Minute Keynote:*

**\$15,000 GROSS\***



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# STAGE INTRO

*(To be read by the person introducing Trent at your event)*

Our next speaker believes something that might surprise you: AI should create jobs, not eliminate them. He earned that conviction the hard way, spending nearly a decade at Amazon working on everything from getting packages to your door in two hours to ensuring Alexa met the highest privacy standards worldwide.

Now as CEO of Stellis AI, he helps leaders across industries cut through the hype and build organizations that actually win in the AI era, through his Future Customer™ and AI SPRINT™ frameworks. Off stage, he's equally at home on a hockey rink, deep in the backcountry, or around a campfire in the mountains. Please welcome Trent Gillespie!



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# A/V REQUIREMENTS

Below is a checklist that will ensure the best audience experience of Trent's program.

Please share this list with your Meeting Planner and AV Contact Person. If you encounter a challenge with any of the following requests, please contact us right away so that we can fix it in advance of your program.

**As part of the engagement, the Client and the Speaker agree to the following terms:**

1. The Client will provide the room setup and necessary audiovisual equipment including:
  - wireless over-the-ear or lavalier microphone
  - video projector
  - confidence monitor showing PowerPoint Presentation view (including presenter notes and next slide)
  - professional sound system
2. The Speaker will run the presentation from the house computer and does not need a live Internet connection for the presentation. Speaker's presentations include embedded video that may include audio.
3. The Speaker will include the Client's logo on the introductory slide but does not use Client-provided slide templates.
4. Speaker will deliver each presentation via PowerPoint slides with a 16:9 ratio. Slides will be brought on a portable USB Drive (preferred) or can be transferred 48 hours before the event (if required).
5. The Speaker and Client will meet at least 60 minutes prior to the Event for an A/V and sound check, unless mutually agreed otherwise. During the sound check, the Speaker will also meet with the person introducing him.
6. During the presentation, all podiums, chairs, stools, stands, etc. should be moved to either side of the stage. The Speaker does not use a podium during the presentation.
7. If the presentation is being held during a meal, it is preferable that food consumption is over and that all dishes are cleared prior to the presentation.



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# PHOTOS:

*Click on photos to download.*



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# SOCIAL MEDIA

## **Website**

<https://www.trentgillespie.live/>

## **LinkedIn**

<https://www.linkedin.com/in/trentgillespie/>

