



Thank you for your interest in my seminars. I present programs on the following subjects:

GOALS WITH A PURPOSE is designed to help you better understand how to set effective goals and accomplish them. It is a small group interactive “brainstorming” session where we flush-out dreams in eight areas of your life. Then, a unique method turns your top dreams into realistic goals with attainable purposes. But be careful if you come to this seminar; you will see your goals become reality. This program really works!

PERSONAL INSIGHTS PROFILE FOR SALES uses the Style Analysis Instrument and was designed to help people win; achieve more success in life and sales. Participants will understand how his/her behavioral style relates to their customers through interactive sessions. Discovery includes: how your style reacts with other styles, keys to adapting better communications, and a group plot of a Success Insight Wheel.

SELLING FOR SUCCESS teaches participants a complete sales cycle by applying some of the most recently proven methods. This is not the conventional Xerox or IBM sales training program. You will learn how to: build quicker/better relationships, discover the customer need, and develop a commitment from your client before you ever demonstrate your product or service. What questions do you ask your customers? What questions are getting the most effective results? Find out through this seminar.

THE ORGANIZED SALES EXECUTIVE will help busy sales people improve their time, paper, project and territory management skills. We will discuss 28 “common sense but not common practice” tips received from leading executives that have changed their lives. Each participant will commit to a prescription of three skills for 30 days that will give him or her back time and create efficiency.

9 SALES TOOLS EVERY SALES MANAGER NEEDS IN THEIR TOOL BAG is a seminar designed to teach sales managers how we grew our sales from 5 to 60 million in revenue. I cover 9 tools for effectively managing sales territories. “If you don’t measure it, it won’t happen.”

LEADING SALES AND PRODUCT MANAGERS is a seminar for top executives who have sales and product managers as direct reports. It covers personal organizational, strategy, and key measuring tools for proven results.

I am also available for motivational speeches on any of these subjects.