



Empowering and Motivating You to Succeed!

Jeffrey Gitomer's Profile

Travels from Charlotte, NC, USA



Jeffrey Gitomer *Chief Executive Salesman* ~ Jeffrey is the author of *The New York Times* best sellers *The Sales Bible*, *The Little Red Book of Selling*, *The Little Black Book of Connections*, and *The Little Gold Book of YES! Attitude*. All of his books have been number one best sellers on Amazon.com, including *Customer Satisfaction is Worthless*, *Customer Loyalty is Priceless*, *The Little Red Book of Sales Answers*, *The Little Green Book of Getting Your Way*, *The Little Platinum Book of Cha-Ching*, *The Little Teal Book of Trust*, *Social BOOM!*, and *The Little Book of Leadership*. Jeffrey's books have sold millions of copies worldwide.

Jeffrey gives more than 100 presentations a year, including public and corporate seminars. He runs annual sales meetings, and conducts live and internet training programs on selling, YES! Attitude, trust, customer loyalty, and personal development. Jeffrey has also created a team of Gitomer Certified Speakers to bring his content to more audiences.

Jeffrey's BIG CORPORATE CUSTOMERS include Coca-Cola, US Foodservice, Caterpillar, BMW, Verizon, MacGregor Golf, Hilton, Enterprise Rent-A-Car, AmeriPride, NCR, IBM, Comcast Cable, Time Warner, Liberty Mutual, Principal Financial, Wells Fargo Bank, BlueCross BlueShield, Carlsberg, Mutual of Omaha, AC Nielsen, Northwestern Mutual, MetLife, Sports Authority, GlaxoSmithKline, *The New York Post*, and hundreds of others.

Jeffrey's syndicated column *Sales Moves* appears in scores of business papers in the US and Europe, and is read by more than four million people every week.

In 1997, Jeffrey was awarded the designation of Certified Speaking Professional (CSP) by the National Speakers Association. And in 2008 Jeffrey was elected by his peers in the NSA to the Speaker Hall of Fame.

For Further Information or to Book
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<http://mgmspeakersbureau.com>

Specialties: Corporations

Your seminar will be customized and personalized for your company, your people, and your specific training objectives. Our goal is that your people walk away with real-world ideas they can immediately implement – one minute after they learn them.

A pre-seminar call with Jeffrey will further outline the scope of the session. Some of the topics to be covered in your seminars may include (but are not limited to):

- ❖ Intelligent Engagement (How to Prepare, How to Engage, and How to Ask Smart Questions)
- ❖ Putting Yourself in Front of People Who Can Say YES to You (Getting to the Real Decision Maker)
- ❖ Understanding (and Uncovering) Your Customer's Buying Motives
- ❖ How to Sell Value, Not Price
- ❖ How to *Differentiate From* – Not Be *Compared To* Your Competition
- ❖ Creating a Memorable Customer Experience
- ❖ Becoming a Trusted Advisor
- ❖ Sales Preparation
- ❖ Creating a Real Difference between You and Other Companies

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