



Empowering and Motivating You to Succeed!

Marc Wayshak's Profile

Travels from Boston, MA



Marc Wayshak, "America's Coach on Game Plan Selling"
Author of the books *Game Plan Selling: The Definitive Rulebook for Closing the Sale in the 21st Century* and *Breaking All Barriers: Insider Secrets to a Limitless Life*, Marc Wayshak has combined his experience, research and years of training organizations with his deep understanding of sports achievement, as an All-American athlete, to create a revolutionary system for sales people, entrepreneurs and companies.

While studying for his undergraduate degree at Harvard University, Marc suddenly lost all of his college savings in a stock market crash. Compelled to have to help pay for college, Marc started a small marketing company. What he didn't understand was that he would actually have to sell his services in order to survive. He would soon learn...

This is what ultimately led Marc through the ups and downs of having to make tens of thousands of cold calls per year, speak to sell, ask for introductions and all of the other behaviors necessary to make sales. At first, he did everything wrong, but over those next few years began to learn what worked and what did not. Within three years, Marc had found some powerful mentors that saw sales from a completely different angle. Studying under these mentors, Marc ultimately began experimenting with many of his own techniques that he now teaches today in the Game Plan Selling System.

Marc finally was able to create exponential growth for his marketing business which quickly became one of the fastest growing event marketing companies in New England, with clients such as Subway Sandwich Shops, ExxonMobil and Getty Oil. At this same time Marc served as Captain of the Harvard Rugby team and was selected as an All-American. After selling his business at just 23 years old, Marc began teaching sales to organizations both large and small.

Years later, Marc Wayshak now is considered America's Sales Coach on Game Plan Selling. Sharing the powerful strategies and techniques in the Game Plan Selling System through his writing, training and coaching, he travels the world helping organizations and entrepreneurs transform their sales. Marc has a Master's degree from University of Oxford and his BA from Harvard University.

For Further Information or to Book
CONTACT:

Mary G. @ 336.775.9661

<http://mgmspeakersbureau.com>

Specialties: Sales Coach, Sales Trainer, and Motivational Sales Speaker; College Speaker, University Speaker, Conference Keynote Speaker, Humorist and Board Breaker

TOPICS INCLUDE:

How to Double Sales in the New Economy

Sales strategy - The game of selling has completely changed for not just those in the field, but also for those developing the strategy from the boardroom. If an organization's leadership doesn't provide a balanced strategy to growing sales, then the organization will fail in this dynamic economy. As Marc share's in this cutting-edge program, dramatically increasing sales does not require dramatically changing strategy—it simply requires a diversified strategy that accounts for a new selling environment. A number of small tweaks to current sales efforts can lead to a completely different selling outcome for the sales team and organization.

In this program, participants will learn how to:

- ✓ Separate their organization from the competition
- ✓ Use and teach a powerful system to close sales more quickly and with greater frequency
- ✓ Apply Marc's 2X Formula™ to their own sales and see exactly how to double sales
- ✓ Create a culture to help sales people immediately connect with, qualify and close the best prospects

As a result of attending this program, participants and their sales people will:

- ✓ Close more sales than ever before
- ✓ Increase the average sale's transaction size
- ✓ Sell more frequently to current clients
- ✓ Dramatically increase the number of introductions they receive
- ✓ Know exactly how to achieve sales goals

Please call for fees

Testimonial "He really motivated our group to think about overcoming barriers. A fantastic session!"