



## Empowering and Motivating You to Succeed!

### Mike Frank's Profile

Travels from Ohio & North Carolina, US



#### MIKE FRANK, CSP, CPAE – Award Winning Speaker!

BBA—University of Georgia (Major—Insurance/Real Estate)

Mike worked his way up from salesman, to manager, to district manager, to regional manager, to national sales manager, to vice president of sales of an international sales corporation.....within 4 years and before he was 26 years old.

Has spoken to over 3,000 audiences in the United States, Canada, Australia, Malaysia, the Bahamas, Bermuda, Spain, the Philippines, and Mexico.

Co-author of two books. In 1995, Mike published his first solely authored book.

He has made several THOUSAND "cold-call" field sales presentations and has "field trained" over 100 salespeople.

Mike has been featured in many corporate "in house" video tape training programs.

Mike was the 1980-81 President of the 3,100 member, National Speakers Association.

In 1990, Mike became the first and only speaker to receive both of the National Speakers Association's highest honors in the same year:

1) The CPAE Speaker Hall of Fame Award (Council of Peers Award for Excellence), presented to him by Dr. Norman Vincent Peale (only 195 other speakers have received this prestigious award....including: Zig Ziglar, General Colin Powell, Tom Hopkins, Dr. Ken Blanchard, Art Linkletter, Ronald Reagan, Dr. Norman Vincent Peale, Harvey Mackay, Marilyn Van Derbur, and Og Mandino)

2) The CAVETT AWARD, the most cherished honor in the speaking industry. It is given to only one speaker each year.

In 2004, Mike was a recipient of the "Legend of the Speaking Profession" award. Fewer than 50 speakers in the world have received this recognition.

**Specialties:** Outside Sales (business to business or business to consumer), retail sales, or trade show sales.

#### Among the topics are:

"Eight Great Traits of Superstar Salespeople"

"Finding, Hiring, Motivating, Training and Retaining Good People".

"Every Department is the Customer Service Department"

"Speaking Skills for Business Executives and/or Salespeople"

"You Don't Have to Be Creative to Utilize Creativity"

#### **Please Call for Fees**

#### **Testimonials:**

"Mike was a great speaker who really understood our problems. We were impressed that he investigated our industry as much as he did."

Brian Gay –  
Midwest Free Community Newspapers

"Mike did an outstanding job for us, using excellent 'real-life' stories and illustrations our people could relate to."

Doug Frankel – Travelers Shoppe

For Further Information or to Book  
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