

Speakers on Marketing & Sales



Dave Chilton - Chilton is the author of Canada's all-time best-selling book, *The Wealthy Barber*. For more than a decade Dave has been among the most sought-after speakers in North America. A dynamic speaker, Chilton not only looks at the big picture, but at the individual tasks and risks involved in selling and achieving success. Through his own intensely personal and compelling success story, Dave shows his audiences how the power of focus and perspective can change your way of doing business.



Donald Cooper - Today's business owners and managers want to work with coaches who have actually done it, and done it well. Donald Cooper has done it! Winner of seven awards of excellence for marketing, service and business innovation, he has been both a world-class manufacturer and retailer. Simply put, Donald transforms businesses! He is respected as both a thought leader and a passionate visionary in over 40 industries throughout the world. He helps owners and managers to proactively and effectively work "on" their business...to visualize an extraordinary, profitable and sustainable future and then to manage the business to create that future.



Brian Dalzell - Formerly head of training and development for one of Canada's largest banks, Dalzell calls upon over 30 years of business and consulting experience in several industries, where he held positions in Sales, Marketing and Human Resources, to help organizations in transition achieve their full potential. He has developed and delivered speeches and training to audiences throughout North America as well Australia, Britain, Brazil, Hong Kong, Japan, Korea, Singapore and The Peoples Republic of China. He is dynamic, insightful and humorous speaker and brings about understanding and offers practical solutions to solve today's challenging business issues.



Ron Foxcroft - Ron Foxcroft is best known as the inventor of the Fox 40 Pea-Less Whistle which is sold in over 100 countries. He has officiated in basketball games in over 30 countries including the Olympic Gold Medal basketball game at the 1976 Montreal Olympics. In 1999, he was inducted into the Canadian Basketball Hall of Fame. His company was awarded the Ontario Chamber of Commerce Outstanding Small Business Achievement Award. He was named by Profit Magazine as one of the top ten Canadian entrepreneurs of the decade. An entertaining and powerful speaker, Foxcroft captivates and educates on the subjects of marketing and sales, based on personal experience.



Sam Geist - Sam Geist is no idle armchair philosopher, his insights stem from years of front-line business experience. He grew his single sporting goods store into a 15-store \$40 million dollar a year national chain before he sold it to a competitor. He opened a marketing and consulting agency, based on the full-service customer concepts he had honed in the retail arena, and discovered his true calling when his clients began asking him to speak to their clients. Sam's early business roots taught him well about our volatile, ever-changing marketplace. His experiences provide him with an invaluable dual perspective—both as client and marketer. Sam questions. He challenges. He informs. He refocuses participants. He provides actionable strategies to address the obstacles faced by so many of today's organizations.



Bob Gray - While employed in the fitness industry, Bob won every sales contest his company offered. He was promoted from Salesperson to Sales Manager and ultimately became a partner in the company. Bob is a strong believer that having fun creates the best learning environment. His gregarious style and sense of humour make the teaching process seem like recreation! In a short, interactive, fun-filled period of time, Bob hands his listeners the keys to unlock their memory potential. His techniques make people more efficient, effective and professional, ultimately affecting sales and the bottom line.



Mike Lipkin – Mike Lipkin is a Toronto-based speaker, author, motivator and persuasion coach who has worked in twenty-two countries with over 1,000,000 people. In his program titled THE ULTIMATE SKILL: How to Create Something from Nothing, Lipkin shows people how to acquire the ultimate skill that will captivate clients, wow customers and differentiate them from their competition in today's commoditized market. Using examples from conglomerates such as Toyota, IBM and Procter & Gamble, Mike demonstrates how to consistently create new possibilities from existing realities that yield extraordinary rewards.



Marc Andre Morel - Audiences love Marc André's content-rich but accessible material filled with stories, analogies, humour and energy, delivered in French or English. His charismatic delivery and style inspire participants to immediately take action. Morel earned his Commerce degree from Concordia University before gaining over 10 years of corporate marketing and training experience. He has several coveted corporate sales and leadership awards to his credit. Always in demand, he has been interviewed and has appeared in various national television and print media for his expertise on Personal Leadership and as one of Canada's premier Professional Speakers.