

## THE TOP TEN REASONS TO HAVE KEITH SPEAK AT YOUR NEXT EVENT

10. KEITH **WORKS IN THE TRENCHES**: Keith knows what it's like working in the trenches. He's been there – and still is- a business owner, manager, salesperson and coach. As a result, Keith provides the most relevant and timely solutions and flattens the steep and time-consuming learning curve when it comes to making positive, long term change. This can only occur with a professional who possesses great business acumen, real-world experience, and a diverse skill set as a coach, trainer, speaker, author, business owner and consultant.

9. KEITH IS A **BEST-SELLING AUTHOR**: He is the author of *Time Management for Sales Professionals*, *The Complete Idiot's Guide to Cold Calling*, *The Complete Idiot's Guide to Closing the Sale* and his soon to be released book, *Coaching Salespeople into Sales Champions*. His last two books have been featured in *Inc.* magazine and became Amazon.com Bestsellers.

8. KEITH IS A **PIIONEER AND LEADER**: Keith is a regular contributor to the *Selling Power Live!* monthly audio program. Listen in and you'll quickly find out why *Inc.* and *Fast Company* named Keith one of the **five most respected and influential executive coaches in the country**.

7. KEITH IS A **TRAILBLAZING COACH**: Keith is one of a handful of trainers and consultants who has earned the distinguished Master Certified Coach designation and was part of the team who designed the process for worldwide coach accreditation and certification. After the devastation of 9/11, it was Keith who was called upon to develop an internal executive coaching initiative for the leaders in the intelligence community.

6. KEITH IS AN **EXPERT ADVISOR IN THE MEDIA**: Keith is the sales coach and expert sales advisor for *AllBusiness.com* and columnist for many other publications. His wisdom and expertise has been called on in features in *Inc.*, *Sales and Marketing Management*, *Selling Power*, *National Underwriter*, *the Wall Street Journal*, *the New York Post*, *Qualified Remodeled*, *TheStreet.com* and *Entrepreneur radio*.

5. KEITH OFFERS A **PERFECT BALANCE OF SPIRIT AND TACTIC**: Businesses need results and that starts by giving your people not only the right tools and systems but the winning mindset, attitude and motivation they need to develop in order to thrive. Keith is a master at taking essential, abstract ideas, philosophies, universal principals and the psychological side of business and healthy living, and weaving them into actionable items and measurable daily solutions that will immediately affect the change you're looking for.



4. KEITH DELIVERS A MESSAGE OF **STRENGTH, PERSEVERENCE AND COURAGE**: Keith will relate and connect with your audience on a deeper level. Keith has the type of real-life message you want your audience to hear, especially as it relates to overcoming adversity. To mention on real world, personal example, Keith took care of his daughter, and wife who was on bed rest for 14 weeks before they experienced the joy of having twins. During this same 14 week period, Keith literally sold and bought, tore down and rebuilt his house, moved into temporary storage, and still managed and grew his business. Remarkably, it was during that time he was commissioned and given 8 weeks to write his book on cold calling. Keith's values and sheer will are a living testimony of how to still live your life and have your business flourish through adversity and any of life's hurdles!

3. KEITH IS **ENGAGING, CAPTIVATING AND MOTIVATING**: Keith provides a unique model for his keynotes and seminars that takes audience participation, engagement and learning to a new level. It's innovative, entertaining and interactive. Call us and learn more about Keith's *Participant Driven Seminars*<sup>™</sup> and why your audience will appreciate and want to be part of this fresh, new approach to professional development and learning.

2. KEITH IS **AUTHENTIC**: Keith is that rare mix of an authentic, down to earth, professional speaker, author, Master Coach and proud father of three. Keith walks his talk and models what is possible for your audience to achieve. You're not only going to enjoy doing business with Keith, but you will be thrilled with the measurable results and the reviews from your audience. Just ask his clients - you'll exceed your objectives and look like a hero.

1. **KEITH IS THE ONE...!**: *Leadership, selling, cold calling, prospecting, time management, goal setting, motivation, personal development, the discipline of coaching vs. managing and how to develop and retain a high performance team*. There are hundreds of other wonderful speakers, trainers and coaches who follow dozens of systems and techniques that they've been trained in. And then there's Keith. He's the one who literally **wrote the book on the topics** you want your audience to learn and master.

To discuss having Keith at your next event, please contact us anytime.

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