



Jeff Beals

Jeff Beals helps companies find new customers and close more deals in a shorter period of time. He is an award-winning business author, international keynote speaker and frequently quoted sales strategist.

An active member of the National Speakers Association and Global Speakers Federation, Jeff delivers nearly a hundred keynote speeches, workshops and webinars each year to diverse audiences worldwide. He is constantly researching the sales profession and testing new sales ideas, thus allowing him to present the most up-to-date, premium sales content to his audiences. Jeff has spoken in six countries and 41 states. Clients include Bank of the West, Blue Cross Blue Shield, Coldwell Banker, Cox Communications, Delta Dental, iHeartMedia, The Kansas City Royals, NAI Global, ServPro and Union Pacific.

As a consultant, Jeff helps companies streamline their sales processes and coaches their employees to sell more effectively. He is founder and co-facilitator of the Sales Leader Mastermind Group, a peer advisory program designed specifically for Chief Sales Officers.

More than 350 of Jeff's articles have appeared in various periodicals and he writes the weekly "Sales Shape-Up," which has more than 18,000 subscribers. A frequent media guest, Jeff has been featured in *Investors Business Daily*, *USA Today*, *Men's Health*, *Chicago Tribune* and *New York Times* and on more than a hundred television and radio stations across the country. He was a regular columnist for the *Omaha World-Herald's* Money Section from 2011 to 2017. Jeff is the author of *Self Marketing Power: Branding Yourself as a Business of One*, and *Selling Saturdays*, both of which have won international awards. He is working on a third book, which will focus on sales prospecting.

Jeff is co-host of an award-winning radio talk show that covers business and real estate topics. In 2009, he served as host of a weekly television show on an NBC affiliate.

When he's not speaking, writing or consulting, Jeff works as executive vice president at NAI NP Dodge, the commercial real estate division of NP Dodge, the oldest continually operating real estate company in the United States. Jeff holds a Master of Arts (M.A.) degree in Political Science and a Bachelor of Journalism (B.J.) degree in News-Editorial, both from the University of Nebraska–Lincoln. He and his wife, Stephanie, have two children, Jack and Maddie.

Jeff has delivered more 500 presentations in his speaking career. Nearly 300 individual companies and organizations have been his clients. More than half of these organizations have hired Jeff more than once. Audience members leave his presentations feeling educated, entertained and energized allowing them to do more business and improve their success immediately. People who hear one of his presentations almost always invite him back again.