

Blue chip sales tips from college football

SELLING *Saturdays*

A Presentation by JEFF BEALS



Speaker Profile



Jeff Beals is the award-winning author of *Self Marketing Power: Branding Yourself as a Business of One* and *Selling Saturdays: Blue Chip Sales Tips from College Football*. A member of the National Speakers Association, he delivers keynotes and workshops world-wide. He has published more than 250 articles and has been quoted in *Investor's Business Daily*, *Men's Health*, *New York Times Online* and *USA Today*. Jeff is a real estate executive and hosts a popular radio show on a Fox News affiliate. In the past, he has been college dean, adjunct professor and host of a television show on an NBC affiliate.

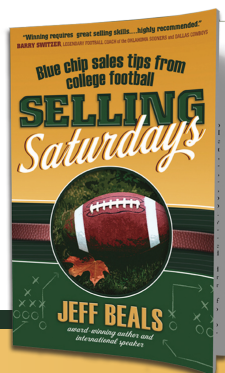


Learn to Sell the Way a Coach Sells Football Saturdays, and You Can Sell Just About Anything

Sales! Marketing! Branding! This presentation offers crucial business lessons for professionals of any industry plus easy-to-implement, immediately actionable ideas that ease your stress and bring you greater success in a shorter period of time.

Let's face it...the sales profession in any industry is competitive even when times are good. But if you think your work is competitive, you wouldn't believe the marketing skills that are necessary to build a championship football team! In this thought-provoking presentation, award-winning author Jeff Beals shares the sales-and-marketing secrets he learned by interviewing legendary college football coaches such as Barry Switzer, Tom Osborne, Phillip Fulmer, Gary Barnett, John Cooper, Hayden Fry, R.C. Slocum, Jeff Tedford and many others.

You'll become more successful by learning how famous coaches battle their competition in the brutally competitive race to sign the nation's most prized, blue-chip athletes. When this provocative presentation comes to a close, audience members will be inspired to pick up the phone, hit the streets and close deals!



Study the gridiron's greatest salespeople and become a better marketer regardless of your profession!
