

Howard shares proven strategies to help your team achieve greater success.

Howard A. Wallin

PARTIAL CLIENT LIST:

AT&T
Avaya
BellSouth
BMW
Boeing Aerospace
Booz Allen
Cigna
City & County of Denver
Coldwell Banker
Colorado Rural Electric Assn
Commerce Banc Shares
Compliant
Del Webb Corp
Department of Defense
EchoStar Corp
Emory University
Exxon Mobil
Federal Reserve Bank
General Electric
General Mills
Genesys Conferencing Services
Grainger
Grummond Corp
Hydrochem Industrial Service
ICG Communications
IBM
Kohler
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Lockheed Aerospace
Los Angeles Times
MBNA Canada
MCI
Minolta
Nature's Sunshine
NCR
Nestle USA
Nextel
NOAA
Nortel Networks
Oregon Health Science Center
Pentagon Federal Credit Union
Pitney Bowes
Providence Health Care
Qwest
SBC Communications
Sprint
Sony
Southwest Airlines
State of Missouri
Sylvan Learning Systems
Tandy Corp
Telcordia
Toyota
TRW
Times Mirror
Universal Studios
University of Colorado
Wallman Optical
Wharton Business School
White House Communications
WilsonArt
Yale University



Howard Wallin knows sales. He has held executive sales management positions with AT&T, Sprint, and MCI and he is a successful entrepreneur.

For over 15 years, Howard has helped businesses and individuals “find their voice.” He speaks at more than 100 events per year and is pleased to present a portfolio of speaking and training services designed to help sales teams build a success engine they can use to generate the results they need.

Audience members learn specific, practical, usable strategies for making themselves and their organizations stand out in a crowded marketplace. He helps sales professionals close more sales, close bigger sales, and get more referrals. Dozens of large and small businesses have turned to Howard for help on how to think, take action, and focus in a way that leads to a better return on their investment of time, energy, and money.

Trainer

Howard’s programs are highly interactive. He uses humor and compassion to communicate ideas in an engaging and entertaining way. Howard teaches organizations how to transform their business by focusing their image, forming lasting partnerships with their customers, and continuing to improve sales performance even in a slow economy. Howard’s enjoys relationships with both large and small organizations including AT&T, Sony, and Ben and Jerry’s Ice Cream.

Speaker

Howard Wallin is a dynamic, inspirational, and funny keynote speaker and workshop leader who helps organizations and individuals achieve peak performance. This award-winning speaker draws upon 20+ years of executive management experience and his entrepreneurial talent from owning 6 small businesses to lead audiences to expanded creativity, improved results, and greater job satisfaction. Howard uses humor, stories of peak performers, and workplace examples to help audiences achieve the success they seek in business and in life.

How Your Organization Can Work With Howard

Howard offers keynote speeches, breakout sessions, and customized training programs to help organizations and individuals achieve peak performance.

To book Howard,
call Zoe Training and Consulting at
(303) 440-9005 or (877) 440-9004
or visit www.zoetraining.com

80 % of Howard’s business comes from companies he has worked with before

*Popular Topics
Tailored to Your
Specific Needs
and Goals*

RAVE REVIEWS

"Thanks for another delightful program. Please put us on your calendar for next year!"

Lucent Technologies

"Wow! Your program was the best! Thank you for showing us how to find and express our uniqueness as individuals and as an organization."

BMW North America

"Howard is a superb speaker. His style is casual but high-energy and enthusiastic."

Los Angeles Times

"Howard is one of the best speakers I've ever heard. He has an exceptional ability to connect with his audience."

Pitney Bowes

The Strategic Selling System

Strategic Selling is a complete step-by-step sales training seminar for outside sales representatives who sell business-to-business. This is an advanced program that teaches fresh, contemporary, practical strategic sales skills. Howard reveals the five secrets of strategic selling success. Step-by-step techniques for understanding your client's business and developing bullet-proof business cases are presented in simple "how to" language. You will develop a framework for creating positive, productive, rewarding relationships with executive-level decision-makers. You will obtain skills that will help you create more sales, bigger sales, and more referrals.

Find Your Sales Voice

Attend this high-energy session and learn how to find your sales voice. You will discover what makes your company, your product, and your service unique. This is an abbreviated version of The Strategic Selling System and can be tailored to fit your unique needs. Find Your Sales Voice can be delivered as a keynote speech, breakout session, or a one-day seminar. This program is ideal for kicking off your sales conference, spicing up your sales retreat, or simply re-energizing your team.

Find Your Leadership Voice

A powerful and inspiring session that shows leaders how to coach and motivate a sales team for winning performance. Howard outlines seven principles for creating more meaning, compassion, and community in the work environment. He shows you how to remove barriers to your team's performance. You will learn how to recognize and reward desired performance and how to use coaching skills to advance the sales process. Attend this session and help your sales team create more focus, more opportunities, more sales, and more referrals.



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