

“ You were the perfect choice.
Microsoft ”

BRIAN CARTER

Partial Client List

Microsoft
NBC - Universal
The U.S. Army
Humana
Citrix - GoToMeeting
SalesForce
Formica
Content Marketing World
Hand & Stone Massage
Retrofitness
Junior Volleyball Association
Global Recruiters Network
PrideStaff
The Natl Assn of Fire Equip Distrib
Flooring America
Thermofisher Scientific
MD Revolution, Life Technologies
Miami University
The Rural Broadband Association
Professional Engineers of NC
CCA Global, Lighting One
Keystone Automotive
Horizon Distributors
The Volios Group
Airport Review News
Butler Builders
Cantrex Nationwide
Int'l Warehouse Logistics Assn.
JP Morgan
Atlantic Bedding & Furniture
B2B Connect
Valley Telecom
Central Garden & Pet
Power South
Lund Boats
Origami Owl
American Bankers Association
Independent Jeweler Organization
Young President's Organization
National Agrimarketing Association
James Hardie
Atlantic Bedding & Furniture



Imagine you could book a high-energy, crowd-pleasing **SALES SPEAKER** with hilarious original comedy plus practical sales takeaways customized to your industry and audience, all-in-one? How much impact would that have for your organization?

How are today's top salespeople using proven influence tactics and the latest tech to get buyers to say "YES" more quickly and more often?

Sales speaker Brian Carter's highly entertaining, customized and research-driven keynotes for sales reps, sales managers, service providers who sell and those making the transition in to a sales culture answer the big question, "How do you get today's decision-makers to BUY using modern yet proven communication methods and follow-up tools?"

Why choose motivational sales speaker Brian Carter? When you hire the right sales speaker, your audience leaves energized, entertained, educated and alive with possibilities.

Brian has worked with some of the most successful salespeople in the world. He has more than 15 years of selling experience and has conducted programs for market-leading companies and organizations including Salesforce, GoToMeeting, Microsoft, The U.S. Army, Colliers International and Union Bank. Brian has personally sold both products and services at four different companies in three distinct industries. The Brian Carter Group has conducted an intensive eight-year study of the most effective salespeople using CRM's and digital technology across 28 industries to learn what makes them successful.

Brian understands that you know more about your challenges, successes and people than anyone else. He will work with you to customize the program(s) for maximum impact.

"Phenomenal speaker. Personable, informative and downright entertaining. I'd hire him back in a second." NBC-Universal

“ Impactful, Fun and Interesting!
Life Technologies ”

**Funny
+ Practical
+ Motivational =
Enduring Impact**

Client Testimonials

"Very impressed with Brian's content and ability to deliver an impactful message in a fun and interesting way. One of the leaders. We had a blast."

Life Technologies

"Brian masterfully presented the topic to an audience in an easy to understand and digestible way with a great deal of solid takeaways. I have heard nothing but extremely positive comments from the attendees." **Lighting One**

"A bastion of knowledge and an expert in all things Search and Social." **Havas**

"Brian spoke to a diverse crowd ranging from Millennials to Baby Boomers. Brian's business stories were profound and his entertainment provided the opportunity to absorb the strategic points before moving on. Brian Carter could command an audience talking business OR making people laugh. Fortunately for us, he did both." **Global Recruiters Network**

"I got more out of Brian's keynote presentation at a recent conference I attended than all the other sessions. Knowledgeable and FUN, he provides actionable takeaways that I can use immediately for better results. Kudos, Brian, I will be following you on social media." **Valley Telecom Group**

"Outstanding presentation! Has our customers thinking differently. Easy executable steps made everyone there comfortable and intrigued. A simple plan that can help any size business become a gorilla in their marketplace." **Keystone Automotive**

"Brian is an engaging and entertaining speaker. Timely and fun!" **MD Revolution**

SECRETS OF SOCIAL SUCCESS:

**Why Today's Social Salespeople
Connect More and Sell Faster**

This high-energy, entertaining, motivational social media program is based on an in-depth 7-year study of 100's of top performing companies in 18 industries who used social media to successfully drive revenue, new business and profits—regardless of their size, budget or training. Through candid interviews, and direct work with these companies, Brian learned the specific strategies and tactics they used to succeed. This session looks at those best practices and teaches you a proven process to create your own marketing success.

BEER, GOLF AND BACON GIF'S:

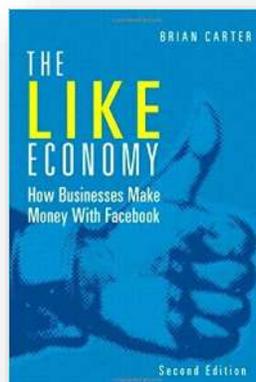
**How Salespeople Prospect and
Sell More Effectively with Social Media**

How has sales changed? Relationships are being built and maintained online. People are sleeping with their smartphones. Prospects search online more and wait longer to talk to salespeople than ever before. How can salespeople reclaim that relationship? Brian reveals case studies and tips for what really works and a variety of options for salespeople with different skill levels, time and staff—plus what works for those who are super-busy and doing it all themselves!

GEN REVENUE:

**The ABC's of What Generations XYZ
and Baby Boomers Want**

Millennials are here and they're definitely different... and uniquely valuable. Do you know how they like to be sold to and why they buy? Learn why the most effective companies use specific generational frameworks to create big wins with customers, and what those tools are. Brian's unique perspective and hilarious jokes and stories dissolve any tension and bring everyone together in this team building program.



**Brian's Internationally
Bestselling Book
"The Like Economy"**