

“ You were the perfect choice.
- Microsoft ”

BRIAN CARTER

Partial Client List

Salesforce
NBC Universal
Microsoft
JP Morgan
American Bankers Assn.
Keystone Automotive
Horizon Distributors
Colliers International
Gotomeeting
Atl. Bedding & Furniture
Hand & Stone Massage
Retrofitness
The U.S. Army
Humana
Global Recruiters Netw.
Pridestaff
Independent Jewelers Org
Assn Of Fire Equip. Distrib.
Flooring America
Flooring Canada
MD Revolution
Taiho Pharmaceuticals
Life Technologies
Miami University
Rural Broadband Assn
Valley Telecom
NC Professional Engineers
Lighting One
Butler Builders
Warehouse Logistics Assn.
B2B Connect
Central Garden & Pet
Lund Boats
Young President's Org



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 people to say "YES" more quickly and more often?

Sales speaker Brian Carter's highly entertaining, research-driven, customized and up-to-the-minute 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 insights that he's still using to sell today 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

“Outstanding presentation! Has our people 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

“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.” **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..”

Valley Telecom Group

“Brian is an engaging and entertaining speaker. Timely and fun!”

MD Revolution

SECRETS OF MODERN SALES:

**Strategies and Tactics Today’s Salespeople Use to Sell,
Lead & Create Great Customer Experiences**

This high-energy, entertaining, motivational sales program is based on an in-depth, ongoing 8-year study of 1000’s of top performing salespeople in 18 industries who successfully drive revenue, new business and profits, regardless of their size, budget or training. Through candid interviews, and direct work with these companies, plus his own up-to-date sales experience, Brian discovered the successful strategies they use to succeed. This session looks at those secrets and gives you new ideas and processes for creating your own sales success.

GEN REVENUE:

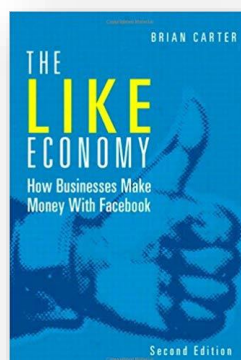
**The ABC’s of What Generations XYZ and
Baby Boomers Want**

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.

BACON, LOBSTER & GOLF:

**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!



**Brian’s Internationally
Bestselling Book
“The Like Economy”**