

Executive Business Advisers

Business Growth Experts

Helping companies improve their business performance and growth.

Business Training Seminars



The Business Training Seminars deliver workshops that will help you improve your business, career and personal performance. If you're planning a conference, seminar, meeting, retreat, or training class this year, exceed your audience expectations by providing a speaker and topic that is educational, stimulating and motivational.

Each seminar is unique and customized for your company/event based on the audiences profile and most critical concerns. We will inspire and motivate the audience while delivering sound and actionable information to improve your business and career success

About Our Firm



We are a full service consulting firm of business improvement and growth experts with over 25 years experience. Our specialty is helping companies improve their business performance and growth. We provide deep functional and industry expertise to help companies overcome their key business challenges.

We Help Companies

- Increase sales revenue growth
- Improve marketing performance
- Increase competitive advantage
- Reduce operating costs
- Improve profitability
- Reduce business risk
- Improve Return on Investment
- Improve customer value & retention
- Improve business focus & integration

Our Expertise and Services

Specialty Services	Business Success Program						
	Strategic Planning	Sales	Marketing	Customer Service	Operations	Technology	Staff & Leadership
Assessments	✓	✓	✓	✓	✓	✓	✓
Consulting	✓	✓	✓	✓	✓	✓	✓
Training	✓	✓	✓	✓	✓	✓	✓
Management	✓	✓	✓	✓	✓	✓	✓

Industry Specialties

- * Technology * Professional Services * Consulting *
- * Manufacturing * Health Care * Non Profits *
- * Retail * Financial Services * Insurance *
- * Accounting * Legal Services *

Our Clients Include

- Large Fortune 1000 global companies.
- Medium size growth focused companies.
- Small early stage specialty companies.
- Family owned, private and public companies.

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Business Training Seminar List

Each seminar includes: (1) A presentation by a seasoned expert on the topic (2) Proven tips and techniques (3) Step by step action items (4) Seminar workbook (5) Free 30 days of coaching via email on the seminar topic.

<p>Keynotes</p> <ul style="list-style-type: none">• 30 Business Success Secrets in 30 Minutes• 30 Sales Success Secrets in 30 Minutes• 30 Marketing Success Secrets in 30 Minutes• 30 Secrets of Top Performers in 30 Minutes <p>Leadership / Management Workshops</p> <ul style="list-style-type: none">• How To Hire the Right Salesperson & Increase ROI• How To Get Promoted To VP of Sales• High Impact Leadership To Increase Your Success• How To Develop a Sales Plans, Quotas, Metrics• How To Launch a New Product/Service Successfully <p>Sales Workshops</p> <ul style="list-style-type: none">• Sales Training 101 – Training for New Salespeople• How To Effectively Cold Call Senior Executives• How To Give Effective Executive Briefings• How To Sell To the Federal Government• How To Penetrate Key Accounts• How To Handle Sales Negotiations and Objections• How To Develop a Reseller or Partner Program• How To Network Successfully for Business Growth• How To Use Storytelling, an Advanced Sales Tool• Sales Time Management - Sell More in Less Time• Tradeshows - Successful Sales/Marketing Techniques• How To Create a Proposal That Makes Clients Buy	<p>Strategy Workshops</p> <ul style="list-style-type: none">• How To Grow A Business - 6 Proven Models• How To Develop a Leadership Driven Company• How To Develop an Effective Business Plan <p>Marketing Workshops</p> <ul style="list-style-type: none">• Strategic Marketing, Build a Competitive Advantage• How To Develop a Marketing Plan That Gets Accepted By Management Every Time• How To Develop a Reseller or Partner Program• Tradeshows - Successful Sales/Marketing Techniques• How To Generate Leads for Your Sales Team <p>Professional Development Skills Workshops</p> <ul style="list-style-type: none">• Gaining True Insight Through Questions• How Can You Truly Understand If You Don't Listen• How To Eliminate Client Objections and Resistance• How To Persuade and Motivate An Audience• How To Deliver Awesome Speeches & Presentations• How To Become A Master Meeting Planner• How To Become A Master Meeting Facilitator• Using The Most Effective Words and Stories• Using The Most Overlooked Written Communication• Writing Memos and Reports That Make An Impact• Overcoming Gatekeeper Barriers• Promote Yourself To The Top Of Your Profession• Be Your Clients First Call• How You Can Become The Next Superstar• How To Build A High Performance Team
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For additional workshop information, go to: www.ebaac.com/training.html

Schedule your next seminar today! Call [330-676-1876](tel:330-676-1876)

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What you get . . .

- Workshop presented by a seasoned expert on the topic
- Proven tips and techniques
- Step by step action items
- Seminar workbook
- Free 30 days consulting support via email on the seminar topic for each attendee

What is My Investment ?

Program	Investment
(1) Two Hour Training Seminar Workshop (1 seminar, maximum 100 attendees, 30 days unlimited email coaching)	\$2,500
(1) One Day Training Seminar Workshop (1 day onsite seminar, 30 days unlimited email coaching)	\$8,000
(6) Two Hour Training Seminar Workshop Bundle (6 seminars, maximum 100 attendees, 30 days unlimited email coaching)	\$13,000
(12) Two Hour Training Seminar Workshop Bundle (12 seminars, maximum 100 attendees, 30 days unlimited email coaching)	\$24,000

Payment Terms:

1. 100% down at signing to secure engagement.
2. Travel expenses, if any, are billed separately.

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Speaker – Dennis Sommer

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CEO Tips:	www.dennissommer.wordpress.com	LinkedIn:	www.linkedin.com/in/dennissommer
Company:	www.executivebusinessadvisers.com	Twitter:	http://twitter.com/Dennissommer
Services:	www.ebaac.com/Services.html	Books:	www.advisersecrets.com



Dennis Sommer – CEO, Executive Business Advisers

Dennis Sommer is a highly sought after business improvement and growth expert with over 25 years experience. His specialty is helping companies quickly improve their business performance and growth. Dennis provides deep functional and industry expertise to help companies overcome their key business challenges.

Using his proven, copyrighted methodology, Dennis analyzes what you are doing today, recommends specific improvement action steps and helps you implement the changes needed to improve your business performance and growth. His areas of expertise include; strategic planning, sales, marketing, customer service, operations, technology, staff and leadership development.

Dennis's business improvement and growth expertise has been featured in Entrepreneur magazine, New York Times, Fox News and many more.

Dennis works with a diverse mix of product and professional service companies. His clients include; large Fortune 1,000 global companies, medium size growth focused companies and small early stage specialty companies. He works with family owned, private and public companies.

Since 1985 Dennis has started three successful growth focused companies. A high-tech product company, a technology consulting firm and Executive Business Advisers. Dennis is also founder of the EBA Business Success Network, an exclusive executive networking group.

Dennis has held leadership level positions with: Accenture – a \$22 billion global management consulting and technology services firm. Computer Associates Inc. – a \$4 billion enterprise software company. LDA Systems – a \$26 million regional IT consulting firm. Jo-Ann Stores - a \$1billion fabric and craft retailer.

Dennis is also a highly sought after speaker and author. He inspires, motivates and educates audiences with his keynotes, seminars and customized training workshops. Dennis is an international author of 3 books and over 80 published articles on improving business and leadership performance.

His latest bestselling book is "*Adviser Secrets – How to Become a Top Performer*".