

Executive Business Advisers

Business Improvement Specialists

Training Seminars and Workshops

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 workshop is unique and customized for your event based on the audience profile and their most critical concerns. We will inspire and motivate the audience while delivering sound actionable information that will improve their performance.

Schedule your next seminar today! Call 330-676-1876

<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 and Create Leads• 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/ProfessionalDevelopment

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Speaker Biography

25 Years – Advising Business Leaders



Dennis Sommer – CEO, Executive Business Advisers – Dennis is a business improvement specialist providing the guidance you need to take your business to the next level. He helps struggling companies become successful and turns good companies into world-class growth businesses.

Dennis has been advising business leaders for 25 years. His successful business improvement programs have 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 small start-ups, medium sized businesses and large Fortune 500 companies like IBM, Microsoft, Accenture and AT&T.

Dennis is also a highly sought after keynote, seminar speaker and author. His latest bestselling book is “*Adviser Secrets – How to Become a Top Performer*”.

His firm evaluates your business from the customers point of view and provides unbiased assessments, improvement recommendations, action plans, training and coaching focused on improving the company’s business strategy, sales, marketing, financial health and people. www.executivebusinessadvisers.com

Since 1985 Dennis has started two successful growth focused companies. First, a high-tech product company. Second, a technology consulting firm. He has also held executive positions in sales, business development, operations and information technology.

Dennis inspires, motivates and educates audiences with his keynotes, seminars and customized training workshops. His sessions are focused on hot topics around business growth, strategy, sales, marketing, leadership and management professional development. www.dennisommer.com

Dennis is an international author, publishing over 80 articles on sales, leadership, project management and IT management topics. He is the publisher of The Executive Adviser. www.theexecutiveadviser.com Dennis is also a staff writer for the world’s largest sales and marketing strategy newsletter called BDM News read by over 170,000 weekly subscribers in over 110 countries. He is also a staff writer for CEO Management, a specialty newsletter published for senior executives.

Dennis also writes a blog called “CEO Business Improvement Tips” at www.dennisommer.wordpress.com

Dennis is the author of *Adviser Secrets - How to Become a Top Performer* www.advisersecrets.com and contributing author for *49 Marketing Secrets (that work) To Grow Sales* and *How Your Business Can Survive and Prosper in a Recession*. His fourth book, *Adviser Secrets – Business Start-Up and Growth Essentials* is scheduled to be released in 2010.

Prior to launching Executive Business Advisers, Dennis spent over twenty years working in sales, management consulting, new business development and leadership positions. Dennis 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 and Jo-Ann Stores - a \$1billion fabric and craft retailer.