



Dennis Kyle

International Speaker
b2b Sales Consultant, Trainer, Author,
Motivator and Coach

Making The Difference, One Person At A Time!

Topics:

Sales Development and Training

- ▶ *Mastering Telephone Skills for Sales Professionals*
- ▶ *Train-the-Trainer Courses*
- ▶ *CAP Selling System (Caring About People)*
- ▶ *Mastering The Art of Reading Buyer Personality for Sales Professionals*
- ▶ *Mastering Communication Skills for Top Producers*
- ▶ *Put Pizzazz In Your Questions*
- ▶ *Hiring the Right Sales Team*

Motivational and Keynote Speeches

- ▶ *The Pyramid of Life, Mind, Body, and Soul Make it Work For You*
- ▶ *Invest Your Heart and The World Responds*
- ▶ *Make It Happen!*

Experience:

- Full-Time Sales Trainer and Consultant
- Speaks to thousands of sales people annually
- Has spoke to over 2,000 companies, organizations and associations
- One of only 40 speakers from around the world annually featured in *Selling Power Live!*
- Founder of Positive Results sales training and consulting
- Member of National Speakers Association, American Society of Training and Development, and National Association of Personnel Services
- Previously stockbroker and member of the 'Million Dollar Producers' club
- Organizational diversity in training skills is unprecedented has spoken to almost every type of organization
- Industry specialties encompass, employment services, recruiting, staffing, insurance, small business, copier equipment, cellular, banking/financial institutions, hotels and telecom

Some Past Clients Include:

AT&T
Accounting Alternatives
AdCart
Advanced Business
Machines
Aerotek
AirTouch Cellular
American Express Travel
American Bank
Bank of New York
Canon
Cellular One
Crowne Plaza
Citibank
Hilton
IBM
JM Layton Insurance
Manpower
Marriott Corporation
Medical Mutual of Ohio/CA
National City Bank
Nextel
Nextlink
Olsten Staffing
Pacific Printing
Sprint
SeeYouThere.com
TCI
Qualitec Services
US Computer Group
VerticalNet.com
Volt Services
Xerox