

## Dennis Kyle Introduction

Our speaker for the day is the founder and CEO of Positive Results. He is a well-respected industry expert in the field of human effectiveness and creates high performance sales professionals. He consults, trains, and motivates some of America's best companies such as Copyright Clearance Center, Online Benefits, AT&T, Price Waterhouse, and Nextel Communications. He is the author of the Mastering Sales Skills Series and the Art of Reading Buyer Behavior. He also is seen and heard in national publications like Selling Power, Commercial Real Estate Magazine, and his international monthly Executive Sales Tips newsletter.

He is a member of the National Speaker's Association, the American Society of Training and Development, National Association of Personnel Services, and is a 2000 honorary member of the International Who's Who of Business.

He brings to us tomorrow's ideas on (variable) how to manage client objections, increase closing skills and how to get the most out of your time.

It brings me great pleasure to introduce all the way from Cleveland, OH, Dennis Kyle.