



SEAN MCPHEAT



Bestselling Author, Sales Authority & Business Improvement Thought Leader

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The “Go To” Speaker for Sales, Marketing, Business Owner & Entrepreneurial Events

If you're running a conference, a business event or an AGM for salespeople, marketers, business owners or entrepreneurs and are looking for a **dynamic and motivational speaker**, then look no further than Sean McPheat.

Sean McPheat is a much sought-after speaker on all topics related to **modern day selling, marketing and entrepreneurship**.

Sean is a dynamic and inspiring speaker who will **engage your audience** and really get them thinking and has delivered keynotes to thousands of people around the world including the likes of Aston Martin, Friends Provident, The World Sales Summit, UFI (The Global Association Of The Exhibition Industry) and the ISMM's Successful Selling Conference (Institute Of Sales & Marketing Management).

Sean has been recognized for his own sales and business building skills through the **British Business Awards** and has been featured in the **Who's Who Of Britain's Business Elite**. He has been a regular judge for the UK's Young Enterprise Programme but was not as horrible as Simon Cowell (well almost!)



Sean has been featured on **CNN, BBC, ITV, SKY, The Guardian, Arena Magazine, Marketing Weekly and Business Zone**, as well as radio stations such as BBC WM, Insight Radio and LBC (London's Big Conversation) and has **over 250 other media credits** to his name.

In July 2011 Sean's latest book “**eselling® - how to use the internet & social media for prospecting, personal branding, networking & for engaging the decision maker**” became a #1 Amazon bestseller.

Sean is also the author of the “**The Sales Person's Crisis**” which has been downloaded over **20,000 times** on the internet at <http://www.salescrisis.com> and he has a **Sales CD Programme** out on the market called “**Drive Time Sales Strategies – 39 Practical “HOW TO” Sales Tips While You're On The Way To The Sale**” - <http://www.drivetimesales.com>.

Ask The Audience...

“There was one speaker who really stood out and made it worthwhile - Sean McPheat”

“It was a long day at the **ISMM Successful Selling Conference** with **1,000+ people** and **8 keynotes** but there was one speaker who really stood out and made it all worthwhile - Sean McPheat. Great presentation. Complex information delivered in bite sized chunks. I’m now off to buy his book!” *Peter Bowen – Managing Director – Access Displays*

“Sean’s energy, humour, excellent use of images and audience involvement kept everyone engaged for almost an hour”

“Sean delivered an **informative, inspiring and captivating** presentation. Sean’s energy, humour, excellent use of images and audience involvement kept everyone engaged for almost an hour. On top of this his insight into selling gave attendees not only food for thought but also **clear actionable advice to take back to the office**. I would definitely recommend Sean” *Helen Curtis – Marketing Consultant – Partner Marketing Services*

“The feedback on Sean since the event has been remarkable”

“**Sean’s presentation at our National Conference was exceptional**. He was informative whilst keeping the interaction fun and entertaining, and provided real life examples of how each of his methods have and will be applied in our industry.

What impressed me most about Sean was how approachable he was after the presentation and how much time he spent with the audience, answering their questions at breaks and after the event and sharing his insight in to key topics. The feedback on Sean since the event has been remarkable. I’ve already gained a great deal from his presentation and I hope to work with him in the future as he’s been a great help, and he’s a pleasure to talk to. Thanks Sean” *Matthew Boyham – Partner Account Manager - Synaxon*

“The keynote was completely tailored and relevant to the audience”

“We selected Sean to be the keynote speaker at our Annual Conference. We selected him based on his reputation and expertise in sales and marketing. We were not disappointed!

Far from it, during the session not only did Sean keep **energy levels high** and the **audience captivated** but he really delivered some great information. Not just best practises, which most speakers give you, but actually how you can implement these techniques and skills.

The session was completely tailored and relevant to the audience (IT Industry) he even had examples of what he had been doing in the previous weeks, how the participants in the audience could go from the session and immediately implement them in to their business. I have been asked multiple times since the event for the recording that Sean did, again showing testament to the effectiveness of the speech and **the comments that we received from all of the participants has been overwhelming to the say the least!** Thanks Sean” *Phil Meacham – Head Of Sales*

Keynote Ideas

Sean can speak on any topic related to **Sales, Marketing and Business Success**. All of his keynotes are **tailored** to meet your exact requirements. Here are some ideas:

KEYNOTE: “The 7 DEADLY SINS of Modern Day Selling”

Are you committing any or all of these deadly sins? Sean will reveal what the 7 deadly sins are in an engaging and fun way that will leave your audience entertained and informed. In this highly practical session Sean will engage and involve your audience at every step of the way!

KEYNOTE: “How to use The Internet & Social Media for Prospecting, Personal Branding, Networking & For Engaging With The Decision Maker!”

Everyone knows that they should be using the internet and social media to sell and to generate business but few actually know how! Based on Sean’s #1 Amazon bestselling book “eselling®”, Sean will “wow” and inform your audience of exactly what and how to do it sharing real life examples of what to do.

KEYNOTE: “The ULTIMATE Sales Audit”

Will your current sales approach stand up to a “Sean McPheat Sales Audit?” In this highly engaging and participative session Sean will work through some of the main areas of your selling so you can work out what you’re currently doing and what you need to be doing to take your game onto the next level.

KEYNOTE: “Don’t Compete, BEAT The Competition!”

In this highly interactive and engaging session Sean will cover the essential approaches that you need to undertake to beat the competition into the dust. You need to outwit, outsmart and outmanoeuvre the competition in these testing economic times and your audience will go away with a whole stream of ideas to accomplish exactly that.

KEYNOTE: “The 7 DEADLY SINS of Modern Day Marketing”

Are you committing any or all of these deadly sins? Sean will reveal what the 7 deadly sins are in an engaging and fun way that will leave your audience entertained and informed. In this highly practical session Sean will engage and involve your audience at every step of the way!

KEYNOTE: “Turbo Charge Your Sales/Business –The NEW Rules of Selling/Business Success”

Tailored for sales people or business owners, this entertaining and enlightening keynote will cover the new rules of success in these tough economic times. Sean will engage and motivate your audience to be the best they can be and to be different than the rest for success!

If you have got any specific requirements in mind then please let us know and Sean can deliver the keynote around your exact requirements and based on who the audience will be.

Further Information

For more information about Sean, or to benefit from Sean's free resources visit:



www.twitter.com/seanmcpheat



www.facebook.com/seanmcpheat



www.linkedin.com/in/seanmcpheat



www.mtdsalesblog.com



www.freesalestoolbox.com



Contact

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