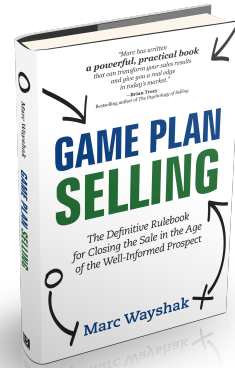
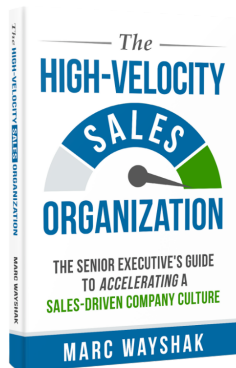




Marc is a globally sought-after sales speaker, having trained and motivated thousands of salespeople throughout North America and Europe. He is founder of the Sales Insights Lab, an industry-leading firm in data-driven, science-based sales training, coaching, and mentorship. His proprietary Sales Insights Method™ leverages today's most cutting-edge selling tools, and has helped his client base achieve an increase of over \$100 million in annually.



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High-Velocity Selling in Today's Market

In today's tech-saturated world, information is at everyone's fingertips. Coupled with an unprecedented rate of change in business, this has altered everything for prospects—and for the salespeople who hope to win their business. This new environment creates tremendous opportunity for those with the right strategy to dramatically increase sales.

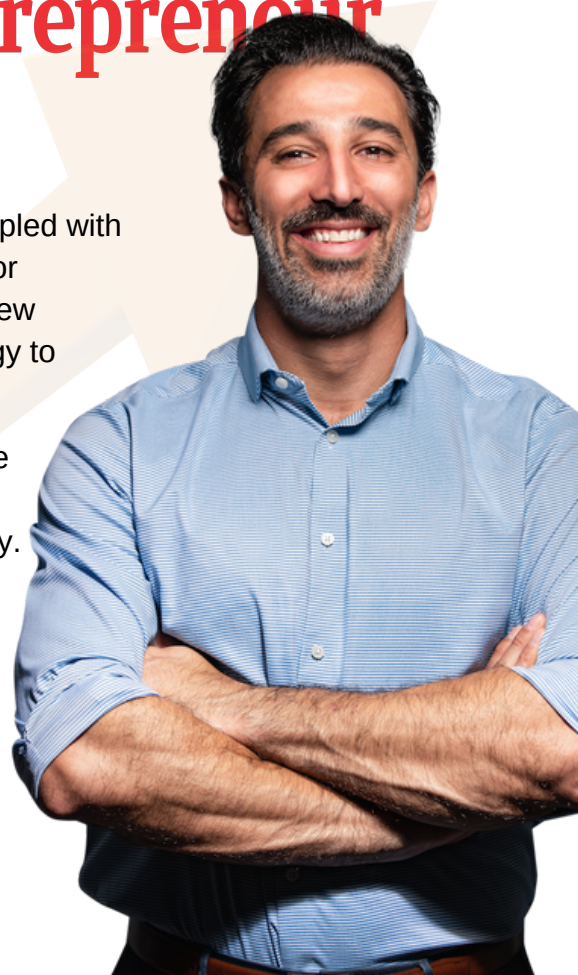
As Marc shares in this data-driven and science-based program, winning the business of well-informed prospects requires a distinct insight-based strategy, a repeatable process, and a clear plan to execute every single day.

In this interactive, tactical program, participants will:

- Learn the 3 traits of superstar sellers that can easily be emulated.
- See how to immediately separate themselves from the competition.
- Implement the counterintuitive approach to building trust and creating value.
- Generate new opportunities without old-school, high-pressure sales tactics.



www.SalesInsightsLab.com



DATA-DRIVEN & SCIENCE-BASED SALES STRATEGIES

Marc is author of two best-selling books on sales, *The High-Velocity Sales Organization* and *Game Plan Selling*. His forthcoming book, *Sales Conversations, Mastered*, will be published in 2023. Marc has been named by LinkedIn as one of "15 Influential Sales Professionals to Watch." He also hosts a popular YouTube channel on sales strategy, which was recognized by YouTube in 2021 for hitting the 100,000-subscriber milestone. As of 2022, that number was 140,000 and climbing. Marc holds an MBA from the University of Oxford and a BA from Harvard University.

Here are a few of Marc's Clients:



"...your program was **the best program we've had in the three years we've been putting on national sales meetings**. We really liked that your Game Plan Selling content fit perfectly with our sports theme. Plus, you were hilarious at one moment and then inspirational the next."

-Michael Moran, VP of Sales & Operations at Interim Healthcare

"It was phenomenal! The attendees absolutely loved him. They are going to lunch now and **you should hear the buzz right now about this presentation**. Book him!"

-B.J. Hanson, Executive Director of Financial & Security Products Association

"A fantastic session! He **really motivated our group and helped them think about overcoming barriers** in both their personal life and professional life. We have a very energized group for the balance of our meeting."

-Paul Bedard, General Manager at Bayer Pharmaceuticals

"Not only was your program **engaging and fun but it was also packed with great ideas that we can easily implement**. The concepts of being distinct, disqualifying and getting introductions were just a few of the great takeaways for our members."

-Larry Weiss, President of the Copier Dealers Association

"**It was absolutely fantastic!** Everybody got a lot of great information about the sales process. You'd be doing your group a great service to have him come in and speak to you."

-Adam Finney, Manager of the Food Processing Suppliers Association

"**The excitement and energy created in the room was electrifying!** We needed someone to come in and help our salespeople get to the next level... This truly was an A+ program..."

-Patrick Hardy, Director of Sales at Marriott International



TO LEARN MORE OR BOOK MARC AT YOUR NEXT EVENT:



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