

JEFFREY GITOMER

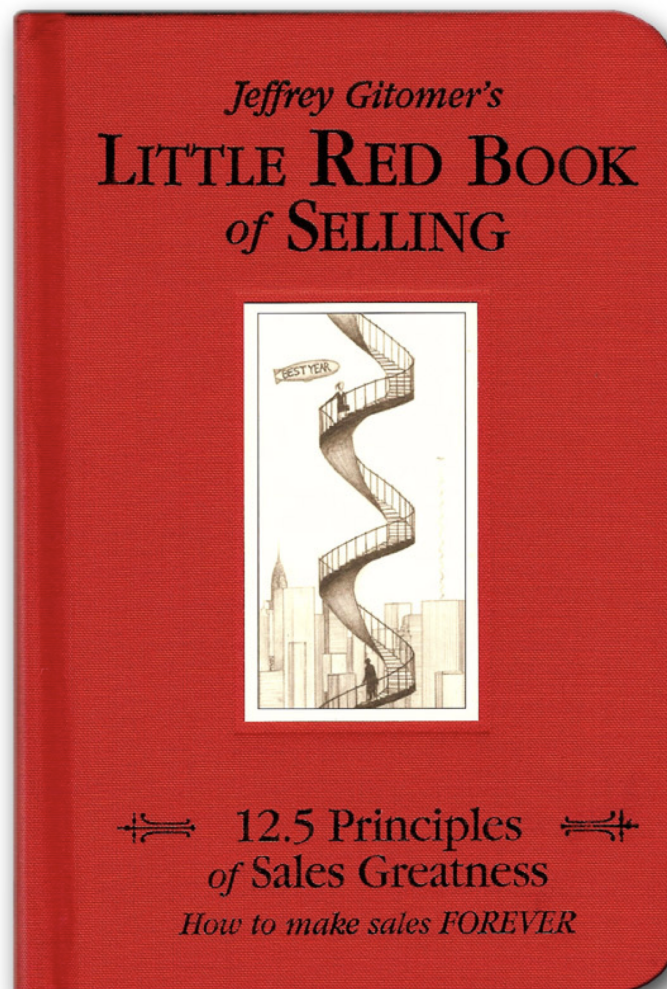
King of Sales

Gitomer Defined (git-o-mer) n. 1. a creative, on-the-edge writer and speaker whose expertise on sales, customer loyalty, and personal development is world renowned; 2. known for presentations, seminars, and keynote addresses that are funny, insightful, and in-your-face; 3. real-world; 4. off-the-wall; 5. On the money; and 6. gives audiences information they can take out in the street one minute after the seminar is over and turn it into money. He is the ruling King of Sales.

See also: salesman.



AUTHOR. Jeffrey Gitomer is the author of the New York Times bestsellers The Sales Bible, The Little Red Book of Selling, The Little Black Book of Connections, and The Little Gold Book of YES! Attitude. Most of his books have been number one bestsellers on Amazon.com, including Customer Satisfaction Is Worthless, Customer Loyalty Is Priceless, The Patterson Principles of Selling, The Little Red Book of Sales Answers, The Little Green Book of Getting Your Way, The Little Platinum Book of Cha-Ching!, The Little Teal Book of Trust, Social BOOM!, The Little Book of Leadership, 21.5 Unbreakable Laws of Selling, The Sales Manifesto and Go LIVE!. Jeffrey's books have appeared on major bestseller lists more than 500 times and have sold millions of copies Worldwide.



OVER 40 CORPORATE PRESENTATIONS A YEAR. Jeffrey gives public and customized corporate seminars, runs annual sales meetings, and conducts live and virtual training programs on selling, YES! Attitude, trust, customer loyalty, and personal development.

ONLINE SALES, PERSONAL DEVELOPMENT TRAINING AND COACHING. His “Insiders Club” has become the go-to place for sales content, coaching and community. It contains Jeffrey’s real-world practical sales information, strategies, and ideas that starts with a skills-based assessment and then offers an interactive certification course. It’s ongoing sales motivation and reinforcement to help salespeople learn more to earn more. Go to Gitomer.com/Insiders Club

SALES CAFFEINE. Jeffrey’s free weekly newsletter, Sales Caffeine, is a wake-up call delivered every Tuesday morning to more than 250,000 subscribers. You can subscribe at www.gitomer.com/sales-caffeine.

DAILY FACEBOOK LIVE. Since march 16th 2020, the beginning of COVID, Jeffrey has done a live broadcast at 9:59am with the express purpose of helping salespeople cope with, recover, and emerge from the pandemic as a winner.

SELL OR DIE PODCAST. Jeffrey and his wife, Jennifer Gitomer, share their sales and personal development knowledge in their weekly podcast, Sell or Die. With more than 2.5 million downloads, Sell or Die has set the standard for sales podcasts and been a significant money earner over the past 5 years. Tune in on iTunes or your favorite podcast app – just search for Sell or Die.



AWARD FOR PRESENTATION EXCELLENCE. In July of 1997, Jeffrey was awarded the designation of Certified Speaking Professional (CSP) by the National Speakers Association. The CSP award has been given fewer than 500 times in the past 25 years and is the association's highest earned designation.

SPEAKER HALL OF FAME. In August 2008, Jeffrey was inducted into the National Speakers Association's Speaker Hall of Fame. The designation CPAE (Council of Peers Award for Excellence) honors professional speakers who have reached the top echelon of performance excellence. Each candidate must demonstrate mastery in seven categories: originality of material, uniqueness of style, experience, delivery, image, professionalism, and communication. To date, 191 of the world's greatest speakers have been inducted including Ronald Reagan, Art Linkletter, Colin Powell, Norman Vincent Peale, Harvey Mackay, Jim Rohn, Earl Nightingale, and Zig Ziglar.



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