

WATCH YOUR SALES FORCE GO FROM

INVISIBLE TO IRRESISTIBLE

So They Can Win More Clients – and Win Back Those They’ve Lost!

WITH **JOHN LIVESAY**

“We’ve won over \$5 million in new business thanks to the storytelling skills John shared with our people!”
– *Gensler Architecture*



Are your salespeople struggling to...

Stand out among new competitors and new technologies in an ever-changing marketplace?

Craft and deliver pitches that are clear, compelling, and memorable to today’s savvy buyers?

Repair and restore relationships with clients they’ve lost?

John Livesay, aka “The Pitch Whisperer,” will show your salespeople how to...

Become Master Storytellers that *pull* people in and make your offer irresistible

Engage clients emotionally with stories that are inspiring, authentic, and engaging

Rebuild relationships with listening and empathy skills that win back clients

John Livesay earned his nickname “The Pitch Whisperer” by helping salespeople become magnetic storytellers with the ability to make irresistible offers to their ideal clients. He is a true Game Changer. In each and every engagement, John brings to bear the hard-earned lessons of 20 years in high-end media sales. As a former salesman of the year for Condé Nast, John managed accounts for Lexus, Guess and Cosmopolitan hotels. This sales career led to his first book, *The Seven Most Powerful Selling Secrets*. But John’s knowledge and experience doesn’t stop there.

John is also the host of “*The Successful Pitch*,” a weekly podcast heard in more than 60 countries featuring notable business leaders, executives and funding experts. All of this gives John a remarkably well-rounded perspective, which provided the foundation of his second book, *The Successful Pitch: Conversations About Going from Invisible to Investible*.

Today, John has become one of the most sought-after subject matter experts on ABC, CBS and FOX, sharing the latest insights on pitching, storytelling and connection. As a keynote speaker, John has captivated audiences in settings ranging from Gensler’s top management retreat to Coca-Cola’s CMO Summit.

Call your speakers bureau today to check fee and availability for your next event!

“John Livesay did incredible preparation to understand the Gensler culture and challenges we face at the top of our field. I highly recommend him as a speaker.”
– Kenneth Baker, Co-Regional Managing Principal, Gensler



“THE PITCH WHISPERER” PROVIDES THE ROADMAP TO BECOMING A REVENUE ROCK STAR!

“We feel so lucky to have had you speak to us about the art of selling. You equipped us with the tools to be our own best advocates. Everyone left feeling inspired – I sure did!”
– Kate Jerde,
Editor, Large Magazine

“We invited John to be the keynote speaker for our development retreat...he set an inspiring tone for the rest of the day.”
– Linda Ball,
KPBS Executive

“You are one of my favorite speakers. You helped me identify the areas where I am strong and areas that are weaker. I was trying to type as fast as I could to capture it all.”
– Jason Santos,
Chairman, burntv.com

John has spoken to sales forces from world class organizations such as...



Most Popular Keynote:

FROM INVISIBLE TO IRRESISTIBLE How to Elevate Your Sales Game in Uncertain Times

Today’s buyers are crazy-busy and ultra-savvy, which yesterday’s sales strategies fall flat and leave your salespeople easily forgettable.

How can you stand out with new competitors and new technologies disrupting the marketplace every day? The sales people who Get To YES are those who become master storytellers with magnetic pitches. Whoever tells the best story gets the sale, and after John speaks, your people will know exactly how to craft irresistible stories.

Key takeaways include:

- How to Develop Empathy Skills That Win Clients
- How to Find Your Own Story That Creates A Real Connection with Your Ideal Clients
- Learn New Ways to Use Silence to Get to YES

YOUR PEOPLE WILL BE READY TO SOAR TO SUCCESS ON THEIR SALES CALLS AFTER JOHN SPEAKS!

Contact us today to request more info or book John for your next event!