

"Your program was the most popular of the conference. You cut through the 'noise' and left us with a serious message."

Dan McManus, Editor

I'll let you in on a secret...your audience already knows they need to (1) find new clients, (2) become more visible and to (3) be "nice to the hand that feeds them." They don't need to hear it again. (Really...they get it) So what does your group need to hear?

5 REASONS WHY YOU SHOULD HIRE MIKE MARCHEV

"STREET-SAVVY" EXPERTISE

Mike is an experienced sales expert with superior credentials. He has been involved in sales his entire working career. You will receive pertinent information void of fluff and steeped with logical and "do-able" tools and takeaways.

REALISTIC

You will be hiring someone who understands today's competitive business challenges. Mike shares only what works while circumventing old-school sales practices and outdated philosophies. He continues to be a student of the game and focuses ALL his efforts on tactics and strategies that are working today.

EASY TO WORK WITH

Meeting planners, sales managers and corporate executives have too much on their plate to voluntarily hire an "outsider" with time-consuming and unrealistic demands. Your guest speaker should be heard, but only after he/she is introduced to your audience. Mike takes direction like a pro, but in fact, needs very little of it. He understands his place, plays by your rules and knows how the game is played.

AUDIENCE CONNECTION

One of Mike's strong suites is his ability to connect with audiences right from the beginning, while maintaining a friendly relationship throughout his presentation. This is insured by entering the audience on occasion while sharing many of his stories in a conversational, up-close environment.

AUTHENTICITY

Mike Marchev is ... Mike Marchev. What you see is who you get. What you hear is what is being said. What you won't hear is a "connect-the-dots" linear, "tell-em-what-they-want-to-hear" diatribe of timed jokes, clever sales mantras and war-torn sales expressions. Mike knows what he knows, and is eager for your team to benefit from his wins, loses and hard-earned lessons.

**BOOK MIKE MARCHEV FOR YOUR NEXT MEETING.
YOUR GROUP WILL THANK YOU.**

