



# Brian Williams

SALES SAVVY . NON TRADITIONAL . GIFTED SPEAKER

## WHAT TOPICS DOES HE SPEAK ON?

### HOW TO DESIGN & DELIVER THE ULTIMATE SALES PRESENTATION

You or your team has a high-stakes sales presentation to deliver to a major client or prospect, and you have only one chance to get it right. Brian shares his 6-Step system that creates Clear, Compelling, and Concise sales messages, every time.

### EMOTIONAL INTELLIGENCE FOR TECHNICAL SALES PROFESSIONALS

We are always communicating with prospects or clients, but the real question is do we have the Emotional Intelligence and Sales Conversation skills required to genuinely connect with them, hear them, and persuade them.

### FROM TRAGEDY TO TRIUMPH (A PERSONAL STORY)

If you want to motivate, inspire, and change your employees perspective to believe that anything is possible, despite extreme circumstances and multiple setbacks, you have to listen to this keynote speech that sent Brian to the World Semi-Final Championships of Public Speaking for Toastmasters.

## WHY BOOK BRIAN?

He clearly understands that the person booking him wants a seasoned professional, that's easy to work with, understands the expected outcome, and knows how to rock the platform!

## AVAILABLE FOR:

- Annual Sales Conferences
- Keynote Speeches
- Sales Coaching and Consulting
- Sales Training

Brian has done sales presentations, sales training or given keynote speeches in over 12 countries to diverse audiences

 [goto.perspectivityintl.com/brianspeaks](http://goto.perspectivityintl.com/brianspeaks) (For videos, bio, headshot)

 214-810-4615

 [info@perspectivityintl.com](mailto:info@perspectivityintl.com)

 [linkedin.com/in/brianwilliamsurl](https://www.linkedin.com/in/brianwilliamsurl)

## PARTIAL CLIENT LIST:

- AT&T
- Cisco
- Citi
- INBOUND
- Aricent
- Associated Air Center
- Prospera Financial
- Buckeye
- Townsend Leadership Program
- Convene
- Vistage Groups (Many)
- Annual Sales Conferences (Many)



## PROFESSIONAL BIO:

- 20 year corporate veteran of Silicon Valley startups & Fortune 500 Companies
- Created \$20M program, increased company's global customer base by 23%
- Delivered hundreds of sales presentations in more than 10 countries
- Toastmasters World Champion of Public Speaking semi-finalist
- (Top 40 of 30,000 global contestants)
- Bachelors in Computer Science, Texas A&M
- Married, father of 4, resides in Dallas, TX
- Fitness fan, vegetarian, avid runner, amateur photographer, prison & homeless ministry leader

“ Just when you thought you have the skill-set down, Brian surprises you with his unique approach that will take you beyond connecting with your audience to increased productivity, greater business impact, and stronger relationships. ”

- Cindy H, Cisco Systems, Head of Learning & Development San Jose, CA


“ I just wanted to tell you that Brian Williams is one of the most dynamic and motivational speakers in America today. ”

- Brian Tracy, Sales Expert, Best-Selling Author

“ During our preparation meetings, Brian and team really took the time to speak to different leaders in the organization and understand the biggest challenges our sales team faces. He designed and delivered a perfect training program to meet our requirements that was extremely effective while also fun and engaging. ”

- Liliana V (We Pay, A Chase Company) Head of Sales Enablement

 [goto.perspectivityintl.com/brianspeaks](http://goto.perspectivityintl.com/brianspeaks) (For videos, bio, headshot)

 214-810-4615

 [info@perspectivityintl.com](mailto:info@perspectivityintl.com)

 [linkedin.com/in/brianwilliamsurl](https://www.linkedin.com/in/brianwilliamsurl)

 **PERSPECTIVITY™**  
[www.PerspectivityIntl.com](http://www.PerspectivityIntl.com)