

Danny Friedman is a multimillion dollar sales professional with over 25 years of experience. He has achieved success in the office equipment, commercial real estate, sporting goods and the promotional products industries. In 2007, Danny started DANNY, Inc. which is a sales training company which features Danny's highly energized style of speaking that is not only educational but inspirational. He is recognized as an expert in the world of sales and his sessions are a "must see." His pragmatic style delivers a winning message to each one of his audiences whether it's 25 or 1,000 people. Danny speaks at national association tradeshow as well as corporate functions.



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SPEAKING TOPICS

Do You Know Your ABC's (Always Be Closing) Master Closing Skills?

Discussion will include:

- The "Easiest Closing Line" in sales that works 95% of the time!
- Successful closing techniques that you can start using today
- How to close the most difficult client

Relationship Strength Training

How to manage and grow your customer base

- Referrals-The gift that keeps on giving.
- How to spread yourself thin within your customer's organization
- Tips to maximize your sales productivity

Build the Winning Team

Hiring, training and getting the maximum performance out of your sales force

- Hire the right person, at the right time, every time
- How to make sure your sales force is ready and able to "win"
- Be the leader that motivates and drives sales

TESTIMONIALS

"Danny has proven himself to be a versatile speaker who is able to present on a variety of sales topics. His ability to assess his audience's expectations and experience level has established Danny as one of our highest-rated speakers."

– Dana Reaume, Professional Development Coordinator, ASI Education

"Danny did an excellent job in his presentation on sales and networking. The information he provided was very useful and I look forward to hearing him speak at future events."

– Regina Verdico, Marketing Manager, Golf Mills Shopping Center

"Danny's combination of knowledge and enthusiasm made his speech better than I could have hoped for."

"We would hire Danny again for a future event in a heartbeat!"

– Lyn Holcomb, AIS, CISR–Account Manager
OBO, Wisconsin Landscape Contractors Association