

Walking with Tigers

A 45 to 60 minute keynote that shares the characteristics & traits of top performers

After intensive research with over 400 top salespeople in 20 Countries around the World, the secrets of their success are now revealed. These include beliefs, character traits and working habits. Taking these into account, Frank reveals a 21-point plan for salespeople to be more effective & join the ranks of the 'greats'

- The power of focus & belief
- The importance of goal setting
- Delegation
- Enthusiasm, attitude & desire to succeed
- Creativity in prospecting
- Knowledge & skills
- Running an effective office & staff
- Seeing things from your client's view
- Leading a balanced life
- Reputation, honesty & exceptional service

From the moment he walked on stage he captivated our audiences' attention and left them wanting more. The delegates were physically charged with his positive energy and I would recommend Frank to any conference organiser in need of a highly professional and capable presenter.

Kim Wear, Managing Director, National Westminster Bank Regulated Sales

Frank Furness' presentations, workshops and after dinner speeches include:

- *Selling for fun.....and Profit*
- *Lead.....or bleed*
- *Dare to win*
- *Recruiting a dynamic sales force*
- *Don't be ordinary....be exceptional*
- *You only get paid for closing sales*
- *Confessions of a.....*
- *A passion for winning (with Frank McLintock MBE)*

Frank Furness is a London based motivator, trainer and public speaker. He is known for his energetic, humorous and inspirational presentations filled with personal stories and anecdotes. In 1997 he was recognised by Toastmasters International as one of the top five humorous speakers in the UK. He has been a guest on many radio talkback shows speaking on goal setting, motivation and positive mental attitude. He currently spends seventy percent of his time speaking internationally, working in thirty five countries from Russia to Dubai, Hong Kong to South Africa. His articles can be seen in numerous publications around the world.



www.motivational-speaker.co.uk