



Don Zavis

National Sales Trainer • Key Note Speaker • Award Winning Sales Coach

Sales Training

Today's fast paced sales world is moving quicker than ever and you need to be fluent in the newest and most cutting edge sales teachings available. Unlock your potential by understanding the value of "Human Dynamics."

Keynote Speaker

You've rented the facility, you've booked the rooms and you have sales reps from all over the country flying in to what you have billed as the greatest sales training event ever ... and the keynote speaker leaves you flat, but with Don Zavis, prepare to be "enter-trained".

Sales Coach

Imagine working one-on-one or in your small group with one of the countries premier sales professionals talking about *you!* Your problems, your issues, your concerns and actually leave with solutions.

Testimonials

Meeting with Don was a great experience. His knowledge, positive energy, large networking base and the information he provides will help you grow your sales base and business. If you are not reaching you sales goals, I strongly recommend hiring Don.

- Ronald Michigan Business Networking Group Founder

Thank you for the Sales Training session this week. It was very enlightening and I learned some great strategies to implement in my own practice. Great presentation!

-A.J. NCTMB, B.A., P.C.

I followed up today with an LTC prospect. I have always felt he wants to do business, but hasn't returned my calls in some time. I finally connected with him this morning. He gave me the same line... "haven't forgotten about you, so busy bla bla bla, I'll get back to you." The B.D. (Before Don) would have just said ok. Ed A.D. (After Don) said I have my appointment book open and lets set a date because I wouldn't feel right if something happened to you or your wife when you want the coverage. Got and appointment for the 26th.

-Edward Director, Long Term Care and Life Planning

I really enjoyed the session yesterday. I'm glad I had the opportunity to attend. You are now part of my network and I will reach out to you whenever the need arises.

-David Director Corporate Work Study Program

Certifications

Sandler Selling Institute

Langevin Systems:

- How to Influence People & Events
- Training Generalist
- Professional Presentation Skills
- Successful Training Manager
- Advanced Instruction & Design
- Training Manager and Director
- Advanced Instructional Techniques

Pace Associates Advanced

Speed Reading Skills

Franklin Covey

Focus Management Techniques

Credentials

Sandler Selling Systems

Salestestonline.com Assessed

TTI Success Insights Assessed

Devine Core Development Assessed

Objective Management Group

Kurlan Sales Quotient Assessed

Extended DISC Personal Analysis

Predictive Index Assessed

The "Achiever" Assessed

Associations

Bio Feedback Institute

Society for Marketing Professionals

International Coaching Federation

American Assoc. for the Advances of Science

Professional Coaches Association of Michigan

American Psychological Association

Society of Sales & Marketing Training

Int'l Journal of Coaching Organization

Int'l Consortium of Business Coaches

Worldwide Assoc. of Business Coaches

Int'l Society of Performance Improvement

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