

Don Zavis
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SUBJECT MATTER EXPERT – SALES TRAINING, SALES COACHING & KEYNOTE ADDRESS'S

Profile An accomplished sales executive with an outstanding record of hiring the highest level of sales achievers. Training them to their fullest potential and coaching them to perform in the “Top 10%” of their industries. Dependable, positive and self-motivated with a strong work-ethic. Team-oriented and organized with a constant improvement mentality.

Achievements Responsible for the development of over 2,500 sales professionals
Trained / Coached over 1 Billion Dollars of Revenue Production
Personally purchased and sold 23 business's in various industries
Ranked in the “Top 5% of Trainers and Coaches Nationally”

Competencies	Advanced Prospecting Skills	Mergers & Acquisitions	Profit & Loss Responsibility
	Quota Attainment	Multi-Facility Operations	Strategic Planning
	Media Relations	Human Asset Management	Organizational Team Development
	Business Development	Advanced Marketing Approach	Goal Setting
	Sales Force Management	Product/Service Development	Public Relations
	Social Media	Trade Show Development	Profitability Enhancement
	Inter-Dept Cooperation	Staff Motivation	Loss Mitigation

Experience President / Chief Sales Officer
DON ZAVIS SALES TRAINING Tucson, AZ 1980-Present

National Sales Training, International Keynote Speaking and Award-Winning Sales Coaching Organization for the Financial Services, Retail, Manufacturing and Professional Services Industries. Practice focused on Educational Workshops, Private One-On-One Sales Coaching/Training, Keynote Address's, Group Sales Training/Coaching, Webinars, Conference Calls, Recorded Materials, Skipe, Zoom, Social Media and Written Materials.

Maintain yearly sales increases since 2006
Received MASTERS OF TRAINING from Langevin Learning Services
Opened 2nd Office in Tucson in 2015 (Detroit Office opened in 2005)
Opened 3rd Office in San Diego in 2019

Specific Industry Experience Civil Engineering – Annuity Field Marketing – Commercial Construction – Office Furniture – Residential Construction – Architecture – Banking – Restaurant – Long Term Care Insurance – Construction Management – Membership Organization – Commercial Signs – Floor / Carpet Maintenance – Disability Modifications – Community Newspaper – Community Magazine – Commercial Insurance – Environmental Engineering – Non Profits Data Base Technology – University / College – National Networking Groups – Annuity Wholesaler – Employee Benefits – Mortgage – IT – P & C Insurance – Country Clubs – Commercial Generators – Big Box Retail – Automotive Retail – Commercial Printing – I T Hotel & Hospitality – Public Accounting – Proteins – NOSQL Big Data – Multi-Level Marketing - Technical Writing – Collaboration Software – Certified Public Accounting Catholic Church - Departments of Corrections – Barter Organization – Software Development Security / Surveillance – Legal – Wellness & Nutrition – Investment Casting – Rehab Municipal – Oil & Gas Exploration – Food Service – Fashion Retail – Commercial Real Estate Commercial Auto Wash – Aerobic / Exercise – Closed Circuit Television – Government –

Education

- Henry Ford Community College – Business / Marketing
- XEROX – Need Satisfaction Sales Certified
- Franklin / Covey – Effective Time Management
- Jack Miller Construction Network
- Sandler Sales Institute – Presidents Club
- TTI Success Insights
- Objective Management Group Assessed
- Extended DISC Facilitator
- DEVINE Core Development Facilitator
- Spin Selling
- Strategic Selling Methodology
- The ‘Achiever’ Assessed
- Predictive Index “Assessed”
- DALE CARNEGIE
- LINKEDIN Professional User
- SALESTEST.online provider
- PACE Associates (Advanced Speed Reading / 700 wpm)
- KAPLAN UNIVERSITY – Life & Health License Primer
- INTERNATIONAL SPEAKERS NETWORK – Professional Member
- TOASTMASTER Professional Member
- FACEBOOK Facilitator
- SPEAKERmatch
- E-Speaker Member
- International Speakers Network Professional Member

Certifications / Associations

- Top Security Clearance for the State of Arizona (Department of Corrections)
- SALES IQ assessed (Top 5% Internationally)
- Biofeedback Association of America
- Langevin Learning Services “How To Influence People and Events”
 - “Professional Presentation Skills”
 - “Successful Training Manager”
 - “Training Generalist”
 - “Advanced Instructional Design”
 - “Training Manager / Director”
 - “Advanced Instructional Techniques”
- The Society of Sales & Marketing Training
- The Society for Marketing Professional Services
- International Coaching Federation (National Group)
- International Coaching Federation of Southern Arizona
- American Assoc. for the Advancement of Science (Assoc. Member/Psychology)
- American Psychological Association (Student Affiliate)
- Sandler Selling System – Bronze Award
 - Silver Award
 - Gold Award
- International Journal of Coaching Organizations
- International Consortia of Business Coaches
- Worldwide Association of Business Coaches
- International Society for Performance Improvement
- National Association of Sales Professionals
- The American Society of Training & Development
- Inter. Board of Standards for Training, Performance & Instruction
- Sales & Marketing Executives International
- Professional Coaches Association of Michigan
- Franklin / Covey – Focus Management Certification
- State of Michigan – Life and Health Insurance Licensed

National Assoc. of Insurance & Financial Advisors – Code of Ethics
Michigan Chamber of Commerce
Birmingham / Bloomfield Chamber of Commerce
ION Strategic Partnership – Chapter President
VGM Buyers Group
Southeast Michigan’s Futurist Society
Business Networking International (BNI)
Assoc. for the Advanced Training in Behavioral Sciences
National Association of Sales Professionals
Local Business Network (LBN)
Catholic Business Owners Association
Entrepreneurs Network of Michigan
State of Michigan – Firefighter I & II Certified
Detroit Chamber of Commerce
International Academy of Behavioral Psychology
International Society for Performance Improvement
Oro Valley Business Group
Oro Valley Chamber of Commerce – General Member
Oro Valley Country Club – General Member
Tucson Hispanic Chamber of Commerce – General Member

Philanthropic

The Sudan Relief Fund 2016 / 2017 / 2018 / 2019 / 2020 (Major Donor Recognition)
Franciscan Mission Associates (Sustaining Member)
Board Chairman (past) – St Christine’s Food Pantry & Soup Kitchen Detroit, MI
College of Wooster, Wooster OH – Parents Council
Bloomfield Village Fire Department – Volunteer Firefighter / Training Officer
Parent Leadership Council – Marian High School, Bloomfield Hills MI
Stephen Minister – St Regis Catholic Church Bloomfield Hills, MI
CERT – Community Emergency Response Team – Bloomfield Hills MI
Archdiocese of Detroit – Vicariate Representative – St Regis Catholic Church
Volunteer / Fundraiser Republican Party Oakland County, MI
Volunteer / Fundraiser / Parish Member St Regis Catholic Church Bloomfield Hills, MI
Regional Fundraiser – Bishop Gassis Sudan Relief Agency 2013, 2012, 2010
“Honorary Citizen” Boys Town, Nebraska 2008, 2009, 2010, 2011, 2012
American Heart Assoc Heartsaver AED Certified / 2016 / 2017 / 2018 / 2019
Presidents Leadership Council – Detroit Christo Rey High School – Detroit MI
Board of Directors / Committee Chairman – ION Strategic Partners
University of Detroit, Mercy Law School – Parents Association
Precinct Representative – Romney / Ryan Victory Team
City of Troy, MI Fire Department – Officer / Volunteer Firefighter
Detroit Jobs Club Sponsor
St Joseph Indian School Fundraiser – North Dakota 2018 / 2019 / 2020
United States Hospitalized Veterans – 2007 Donor Of The Year
American Heart Association Fundraiser – 2009/2010/ 2012/ 2014/2015/2016/2017/2018/2019/2020
Paralyzed Veterans of America Fundraiser 2018 / 2019
Lawrence Technological University Parents Association
Sloan Kettering Cancer Center Fundraiser
Oro Valley Historical Society – Board Member - Oro Valley, AZ
The Navigators “Certificate of Appreciation” for fundraising success 2016
EWTN Broadcast Supporter 2019
Society of the Divine Savior 2019
American Cancer Society Supporter 2019
St Jude Shrine League 2019 / 2020
Help Heel Veterans “ 2019 Patron Of The Year”
Judicial Watch 2019 /
American Leprosy Missions 2019
Association of Marian Helpers 2018 / 2019
Audubon Society Member 2018 / 2019
Native American Heritage Association 2018 / 2019 / 2020
World Apostolate of Fatima

National Museum of the American Indian / Supporter
American / Israel Public Affairs Committee Supporter 2019
Sierra Club Supporter 2019 /
U S Deputy Sheriffs Association Supporter 2019 / 2020
American Center For Law And Justice Supporter 2018 / 2019
USO Supporter 2018 / 2019 /
ASPCA Supporter 2018 / 2019
CARE
Volunteers Of America Supporter 2018 / 2019 / 2020
Boys & Girls Club Partner 2019 / 2020
Disabled American Veterans Certificate of Commitment 2019
Arbor Day Foundation Supporter 2019 / 2020