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Victor Antonio, President of Sales Influence

From food stamps and welfare to being the CEO of a multimillion dollar company, Victor Antonio is proof that the American dream of success is alive and well. His audiences come from all walks of life to hear his inspirational message on achieving more than YOU think possible. A poor upbringing from one of the roughest areas of Chicago didn't stop Victor from earning a B.S. Electrical Engineering, an MBA and building a **20 year career as a top sales** executive and manager.

Prior to being CEO he was **President of Global Sales and Marketing for a \$420M company**. He was tasked with building a global sales force, establishing contract agreements, developing financial pricing models and in charge of developing the corporate brand and marketing the company's services for worldwide acceptance. Before that he was **Vice President of International Sales** in a Fortune 500 \$3B corporation at the time. Within a two and half year time period he grew their business from \$14M to \$98M in annual revenue. During that time period his sales totals were \$162M.



Victor was selected from over 500 sales managers to join the President's Advisory Council in 1999 and 2000 for **excellence in sales and management.**" His success in sales and management also helped him establish channels internationally. He has conducted business in Europe, Asia, Latin America, Australia, The Caribbean, South Africa and The Middle East.

He has authored several books on sales and success including: "The LOGIC of Success", "Sales Psycho: Inside the Mind of a Serial Seller" and "Winning Back the Business: How to Oust Your Competition".

Want to see Victor in action? [Click here to see LIVE video online](#)



Full-Day or Half-Day Programs:

Sales Influence: How to Get People to Buy What You're Selling

Why do people buy? How do they make buying decisions? What motivates people to buy one product over another of equal value? This sales training workshop begins by analyzing the sales process and breaking it down from the "seller's perspective", but more importantly, from the "buyer's perspective". Being an effective salesperson requires a firm understanding of the "psychological triggers" in the decision making process. Learn new sales tactics to leverage buyers and help you close more deals.

High Tech Sales Influence: Selling Products in the Technology Industry

This sales training program is geared at individuals and companies who are selling technology products. Selling high-tech products can be a more involved and complex sale depending on the average price of the sale. More communication skills and salesmanship are required to manage and guide the sales process; especially when you have to deal with multiple people and/or departments. High-Tech Sales Influence provides a new approach that is consistent with the hurried pace and ever-changing dynamics of a complex sale.

Selling The Room: How to Influence, Inspire and Increase Sales

Every time you get up in front of someone you're selling. In this sales training workshop you learn how to sell people (i.e., the room) on a product, service or idea. The fact is you are always selling:

- A salesperson is always selling the company's product or service.
- A manager is selling the boss on reorganizing the business to maximize profits.
- A top executive is selling a vision of where the company should be headed to the board of directors.

We are always selling. Presenting is ALL about selling with the intent of *increasing revenue* or *improving your position*! Learn how to do it effectively from the front of the room and maximize every opportunity.



Keynote:

The LOGIC of Sales Success

This keynote focuses in on why some people are successful at what they do while others continue to struggle. Based on Victor Antonio's book, "The Logic of Success" is a call-to-action to get you to look past the obstacles, overcome adversity and gives you that extra "umph" to make things happen. His keynote was included in the Award Winning documentary film, "[The Motivator](#)". His humor is contagious and his content insightful. You're team will not only learn about what it takes to be successful in sales, but also how to stay positive in the toughest sport there is, "Sales".

Fees & Travel

Fees:

\$10,000 Keynote

\$7,500 Non Profit

\$12,500 Half Day Workshop

\$20,000 Full Day Workshop

\$7,500 Local Keynote (*Georgia*)

\$25,000 International (2 Travel Days, 1 Event Day)

Travel:

Airline: First Class or Business Class (if available).

Hotel: Reasonable room accommodation at the event location or nearby.

Local Transportation: No arrangement with taxi or pickup required.

Recordings

Audiotaping Rights - 30% of fee

Videotaping Rights – 50% of fee



Testimonials:

"Rare is the opportunity to be part of a class that truly provides both form and substance to the selling process. You clearly delivered the **best sales seminar** I have ever attended by cutting through all the clutter that exists. I unequivocally recommend your program to anyone interested in improving their approach. They would not gain a mere inch, but several miles over the competition, we certainly have."

Victor Lue-Yat, CEO - DocuGreen.com

Dear Victor, Once again -
SUPERB SEMINAR...

Dear Victor, Once again - SUPERB SEMINAR this past Saturday! I've seen more than my fill of speaking without substance and I'd say your seminar made up for them all with the wealth of information and real-world practical value! So again, great seminar, stupendous information and **a refreshing twist on motivation**...motivation that is also practical.

Peter A. Apasewicz, COO, HWOA Managing Partner

"Your presentation was uplifting, entertaining and enlightening. You presented in a manner that was both humorous and entertaining, while still getting your message across to the entire audience."

Julie Nicolazzi, CMP-Convention Sales Mgr., Tempe, AZ

"Your talk was nothing short of inspiring. Our group is made up of highly accomplished managers with years of experience directing the activities of major companies both here and overseas. They can be a tough..., but you completely captured them with your energy, your conviction and the undeniable truth of your message. Terrific!"

*Roland Janisse, MENG
(Marketing Executive Network Group)*

Victor, I love your style of
presentation.

"Victor, I love your style of presentation. You put on no airs of grandiosity. You are not a get rich quick preacher-kind of rah-rah motivational speaker with a lot of fluff and no substance."

Guillermo Nunez, Small Business Administration