

## Looking for a Terrific Speaker?

### Introducing Larry Lewis

Larry Lewis is a sales development expert and a highly sought after speaker who brings humor, insight and real-world advice to his audiences. He is the founder and president of Client Builder Sales & Marketing LLC, a sales development firm that helps companies and professional service firms achieve EPIC improvement in sales performance. His practical, street-smart approach to prospecting and selling has helped hundreds of sales executives, small business owners, and independent professionals increase their sales and profits with more control, greater confidence and less effort.



In 2010, Larry wrote his first book titled Client Builder Selling. Prior to this he authored a popular column rendering advice on selling and sales management issues for which he was dubbed the "Ann Landers for sales professionals." In 2011, his program was embraced by the Professional Business Coaches Alliance. Today, Client Builder Sales & Marketing has more than ten licensed sales trainers located throughout the United States and Canada that use his approach to selling and sales management.

The three most popular topics that Larry speaks on are:

**"How to Increase Your Selling Horsepower"**

**"Proven, Practical Secrets for Creating EPIC Sales Improvement"**

**"The Power of a Process for Increasing Sales"**

For a summary of what's covered in each of these programs, you can download a free report on each of these topics by visiting Larry's website at [www.ClientBuilderSelling.com](http://www.ClientBuilderSelling.com).

### Rave Reviews:

On a scale from 1 to 10 (with 10 being the highest) Larry's programs generally rate a 9 or above. Here is a sampling of the reviews he received when the audience was asked **"How would you describe this program to a peer?"**

*"Great content and fantastic resource! Please send me a copy of your presentation."*

*"This program provided an excellent overview of marketing principles and strategies to an audience at varied levels of employing updated, cutting edge strategies. Excellent!"*

*"Excellent introduction to what it takes to succeed in today's business climate."*

*"Packed with useful content."*

*"Have him come back again!"*

*"A worthwhile event for anyone who has to market or sell in a small business."*

*"Valuable and thought-provoking."*

*"Great content, lessons learned, delivered exceptionally well."*

*"A revelation; I have been left behind and I have a lot to learn. I now have the motivation to get better."*

*"An excellent program if you are struggling to find prospects."*

*"Insightful marketing"*

### **Past Performances:**

The following list is a representative sampling of the organizations where Larry Lewis has delivered keynotes and presentations over the last two decades years:

#### **Professional and Trade Associations:**

Air Conditioning Contractors of America  
American Society of Interior Designers  
Business Marketing Association  
CPA / Law Forum  
CPCU Society  
International Association of Broadcast Monitors  
International Public Relations Exchange (INPREX)  
National Tool & Machinery Association  
North Suburban Builders Association  
Pittsburgh Chemical Day – Annual Conferences in 2002 and 2003  
Pittsburgh Coaches Association  
Pittsburgh Consulting Community  
Professional Business Coaches Alliance  
Realtor's Day (sponsored by the Realtors Assoc. of Metropolitan Pittsburgh)  
Roofing Contractors Association of Western PA  
Society for Marketing Professional Services  
SEN Design Group  
SBN Magazine  
Three Rivers Advertising Specialties Association (TRASA)

#### **Chambers of Commerce and Regional Business Development Organizations:**

Allegheny Valley Chamber of Commerce  
Beaver County Chamber of Commerce  
Butler County Chamber of Commerce  
Carnegie Library of Pittsburgh's Business Program Series  
Cranberry Area Chamber of Commerce  
Duquesne University's Entrepreneur's Growth Conference (1999, 2000, 2002, 2003, 2007)  
Duquesne University Small Business Development Center's Home-Based Business Conference (1997 and 1998)  
Enterprise Corporation's "Cheers to Entrepreneurs"

Franchisee Forum sponsored by the Family Business Center at NextTier Bank  
Greater Canonsburg Chamber of Commerce  
Greater Pittsburgh Business Connection  
Greater Pittsburgh Chamber of Commerce  
Greater Pittsburgh Hispanic Chamber of Commerce  
Institute for Professional Excellence  
Mon Valley Initiative's Business Development Series  
Monroeville Area Chamber of Commerce  
Northern Allegheny County Chamber of Commerce's Small Business College  
Northern Allegheny County Chamber of Commerce's Build-Your-Business Seminar Series  
Northern Allegheny County Chamber of Commerce's 3 R's Program  
Pennsylvania Small Business Development Center's Professional Development Conference  
SMC Business Council's High Performance Workplace Series - 1997, 1998 and 1999  
South Hills Chamber of Commerce  
The Chamber of Commerce (serving North Pittsburgh,  
Washington County Chamber of Commerce  
Women in Business University

**Colleges and Universities:**

Larry has also been a guest lecturer on sales and marketing at many of Greater Pittsburgh's best colleges and universities including:

Grove City College - Entrepreneurship Program  
Carnegie Mellon University - Entrepreneurship Program  
Robert Morris University - Entrepreneurship Program  
Seton Hill College - National Education Center for Women in Business  
University of Pittsburgh's Youth Entrepreneurship Training Program



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