

INSTITUTE FOR EXCELLENCE IN SALES

SALES SPEAKER OPPORTUNITIES



*Jill Konrath and
"The Referral
Coach" Bill Cates
are among the top
sales speakers and
trainers who have
spoken at the IES.*

WHY SPEAK AT THE IES?

- Only a handful of top-notch sales speakers are invited to speak at IES programs each year.
- Be associated with a winning, high-energy organization that is all about sales growth.
- Access to the best and most successful sales organizations on the East Coast.
- Meet new and leading companies across many industries including, media, government services, financial services, construction, high-tech and hospitality.
- Become a part of the IES Sales Speaker Bureau
- If interested, the IES will schedule personal meetings with sales leaders at companies that you might be able to engage with.
- Work with an organization that is all about engagement and involvement with sponsors, members, speakers, and guests
- Get additional exposure for your content and services. The IES markets to over 10,000 sales professionals every month.

The Institute for Excellence in Sales (IES) serves as a center of actionable best practices, insights, tools, thought leadership, and recognition that enable organizations to achieve High Performance in Sales & BD. Each year, we're privileged to invite select sales speakers and thought leaders to speak to our membership.

The IES holds Sales workshops regularly at the world-class USA Today Conference Center in McLean and features some of the leading authors, speakers, and thought leaders in the sales & BD world. The programs occur every month, including the summer, and run from 7:15 am – 10:30 am. Programs include breakfast, networking, speaker presentation, and book signing (if applicable). Programs have featured world-class sales speakers such as Neil Rackham, Colleen Stanley, Matt Dixon and Brent Adamson (authors of *The Challenger Sale*), and John Asher.

The IES targets the following audiences:

- Sales Executives and Leadership
- Seasoned Sales Professionals
- Sales Management
- Service Professionals (Accountants, Lawyers, Consultants) Looking to "Make it Rain"
- Business Owners Tasked With Selling
- Marketing Leaders Who Support Sales

The IES is always looking for the best and brightest speakers on sales process, professional development, and sales tactics.

Speak at the IES today!

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SPEAKER OPPORTUNITIES

Past Speakers Include:

- Neil Rackham
- Jill Konrath
- Charles Green
- Colleen Stanley
- Mark Hunter
- Jeb Blount
- Jose Palamino
- Matt Dixon
- Brent Adamson
- Ian Altman
- Andy Miller
- Tim Riesterer
- Tom Snyder
- Todd Cohen
- Tim Sullivan
- Rob Jolles
- Umar Hameed
- Maribeth Kuzmeski
- Michelle Vazzana
- Lisa Earle McLeod
- Lee Salz

Benefits for Speaking at the IES

If you're selected to speak at the IES, the following will be available to you.

- A professionally produced video of your presentation that you can use for your own marketing purposes.
- Expenses paid (travel, meals, hotel).
- Private meetings to pitch your services with up to 7 IES senior sales members the Thursday before the main program. (optional)
- A book sponsor, if available. (optional)
- Complimentary tickets to your session.
- The IES will market your appearance to our list of over 15,000 sales professionals.
- Inclusion in the IES Speakers Bureau.



“The IES runs the most professional, well-run events I’ve ever spoken at. It was such a pleasure to be here. The audience was smart and engaging. I highly encourage you to be here as well.”

Colleen Francis, Author of “Nonstop Sales Boom.”

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Contact Fred Diamond, IES Executive Director for more information on how to become an approved IES speaker. 888.443.9943.