



Bill Whitley is a nationally recognized speaker, author and trainer specializing in helping companies improve sales force productivity. Many of his unique sales and customer loyalty concepts are derived from Bill's personal experience as a top-echelon sales executive who achieved and maintained an 80% presentation-to-close ratio.

In 1989, Bill leveraged his dramatic sales success by forming The Whitley Group, a multi-media sales presentation design & production company whose focus was creating sales improvement programs for clients such as IBM, Apple Computer, EDS and AT&T.

Today, the powerful sales concepts, tactics and techniques Bill shares with client sales associates and managers reveal, step by step, how to: Attract more new clients...Communicate the true value of your products, services and personal sales representation...Engage fully with current clients...Develop long-term trust relationships with clients that cement personal and company loyalty.

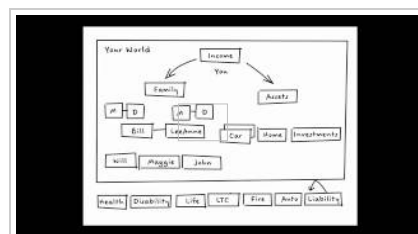
In addition to his work as a consultant and keynote speaker, Bill is author of two books that present & reinforce the unique sales training principles he presents in his seminars. Bill and his wife LeeAnne have been married for 25 years and live with their three children in Charlotte, NC.

To book sales and customer loyalty speaker Bill Whitley call Executive Speakers Bureau at 800-754-9404.

Bill Whitley

Speech Topics

- Sales
- Customer Relations Mgmt



Testimonials

"What an inspiring and refreshing speaker!"

- Rachel Davis.

"I truly did enjoy it and walked away with a refreshing new approach to my daily routine!"

- Office Manager.