



Curt Tueffert is considered “America’s Master Sales Motivator” due to his high energy, enthusiastic audience presence, and knowledge of sales motivation. He understands that motivation and knowledge can be combined to create the outcomes required to be successful. He communicates a balance that gives people the right tools to get and stay motivated. Professionally, he has spent 28 years in sales. From building teams from the ground up, to Vice President of Sales of Houston’s top computer integrator and Houston’s top Industrial Distributor, he has been around the block. He has created successful teams, marketing programs, and exceeded sales goals as a professional.

Curt has taught at the University of Houston for 5 years. In the Excellence In Selling program, Curt taught Introduction To Sales, and Advanced Professional Selling. Many universities and colleges are beginning to offer a structured track on selling and are using the ideas and courses from the U of H program as a model. In 2004, Curt Tueffert was voted the Teacher Of The Year by his peers for the Program For Excellence In Selling.

Personally, he is a Certified Professional Behavioral Analyst (CPBA) with Target Training International. His study of sales and human behavior provides a strong foundation for his Leadership, Motivation, and Sales presentations. He is the author of 201 Sales Motivators, a collection of quotes and short editorials designed to inspire and motivate sales professionals. Curt has just completed 5 Stones For Slaying Giants, a book written to address 5 critical success factors for business and life. Many of his written articles have appeared in newspapers and corporate newsletters such as Selling Power, Sales & Marketing Magazine, and Houst...

Testimonials

“ Your 5 Stones for Slaying Giants was a huge success among all levels of employees. Not only was everyone energized during the presentation; but it was also the talk of the evening regarding what a learning experience and what a dynamic and energetic speaker you are. Our intent of having a speaker was to offer our employees a great experience, I am confident with your presentation we accomplished that task.”

- CEO/President Hearthstone Assisted Living.

“ I have found him to be an effective and resourceful presenter with an uncanny ability to energize a group of people. The content of his session proved to be outstanding in every way and is evidenced by the results from our staff. I recommend Mr. Tueffert and Brick Wall Motivation to any organization interested in modernizing techniques to increase sales.”

- Bank President.

Curt Tueffert

Speech Topics

- Sales
- Motivation
- Leadership
- Customer Service

