



**David Newman** works with leading companies that want to sharpen their competitive edge and **Get More Done, Make More Money, and Rediscover the Joy of Business.**

“Seminar was excellent! David was even more so. Can't wait to use this stuff!  
-- Eileen Pettineo,  
**1838 Investment Advisors**”

“Session was completely customized for us. David is great. Very professional and right on target.  
-- John Kirk,  
**J.P. Morgan**”

“This session was excellent. The best thing for me was that we worked through real-world issues, one by one. This would be enough to jumpstart anyone. It's not about knowledge, it's about WORKING knowledge. David was outstanding.  
-- Tom Maillie,  
**National Liberty**”

“David is the embodiment of intelligent energy.  
-- Michael Ray,  
**Stanford Business School**”

“Super course! Best educational experience I've ever had professionally!  
-- Pat McKeown,  
**MCP Hahnemann Univ.**”

“Wow! Excellent.  
-- Cheryl Odom,  
**Cigna**”

## Programs

### Sales Science™

- Discover your sales strengths through experimentation and personalization
- Systematize your selling for consistent results
- Focus on internal skills not external techniques
- Rediscover the joy of selling

### Relish for Business™

- Discover 20 rules for the new world of business
- Show every leader at every level how to deliver “work worth paying for” every day
- Increase productivity through more innovative use of existing resources
- Stretch current thinking to find new solutions to complex problems

### STARS from the Start™

- Implement self-management principles proven to boost performance
- Maximize trust to enhance leadership and team effectiveness
- Forge attitudes, behaviors and relationships to generate outstanding results
- Effectively sell your ideas, initiatives, and innovations to clients, customers, and colleagues

**David Newman** is a nationally-acclaimed speaker known for his high-content, high-energy presentations laced with humor and “do-it-now” tools that ensure maximum take-away value. Your investment in David pays off by making it easier for your leaders, managers and salespeople to **unblock sales performance and unlock leadership success.** David is the author of 8 books on leadership and sales, including **Relish for Business** and **Sales Science.**

