

A man with glasses, wearing a dark suit, white shirt, and blue tie, is shown from the chest up. He is gesturing with his right hand raised, palm facing forward, as if speaking or presenting. The background is dark, and the lighting is dramatic, highlighting his face and hand.

SALES INFLUENCE
**INCREASE
YOUR SALES
VELOCITY**

"High energy, flexible and worked hard upfront to understand the audience and tailor his message. Highly recommend him!"

- Brian A. Voss, SVP. NBT Financial Services

VA
VICTOR ANTONIO



ABOUT VICTOR ANTONIO

A poor upbringing from one of the roughest areas of Chicago didn't stop Victor from earning a B.S. Electrical Engineering, an MBA and building a 20-year career as a top sales executive and becoming President of Global Sales and Marketing for a \$420M company.

As Vice President of International Sales in a Fortune 500, he was selected from over 500 sales managers to join the President's Advisory Council for excellence in sales and management.

He has shared the stage with top business speakers: Daymond John (Shark Tank), Rudy Giuliani, Paul Otellini (CEO of Intel), and John May (CEO of FedEx Kinkos).

He's the author of 13 books on sales and motivation and recently launched the Sales Mastery Academy learning platform with 350+ videos. He recently published his new book, "Sales Ex Machina: How Artificial Intelligence is Changing the World of Selling".

3 CUSTOMIZABLE KEYNOTES

1 SALES EXCELLENCE THROUGH INFLUENCE IT'S NOT WHAT YOU SELL, IT'S HOW YOU SELL!

This sales motivation keynote is loaded with research and studies on how to influence the buying process and increase buyer satisfaction.

Find out why outdated techniques don't work anymore. Learn how to position your product by framing the context of the conversation. Find out how to reduce buyer resistance and gain their acceptance by employing simple to use strategies and tactic!

Victor's Note: Salespeople love this keynote because it's loaded with nuggets on how to influence buying behaviors. Yes, even sales veterans love this keynote!

2 ARTIFICIAL INTELLIGENCE IN SALES HOW AI IS CHANGING THE WORLD OF SELLING

Based on his new book, "Sales Ex Machina", Victor explores how Artificial Intelligence is changing the world of selling!

This AI in sales keynote explores how every stage of the traditional sales pipeline is now ripe for disruption as companies enthusiastically invest in AI applications that have the potential to sharply enhance critical sales functions and thus aid in the development of more efficient sales processes.

Victor's Note: For teams that want to be on the cutting edge of how AI is changing how we sell, generate leads and close deal.

ENGAGING. INSIGHTFUL. USEFUL.



3 LEADERSHIP INFLUENCE THE ART OF NUDGING, NOT PUSHING

Stop feeling helpless! This sales leadership keynote focuses around understanding the different strategies we can use to influence or persuade others to execute 1) their personal goals, and 2) your company's short and long-term goals.

Every day is filled with 'influence moments' where you can move and guide others to follow your lead. Humorous and engaging, learn how easy it is to drive other's decision-making process!

Victor's Note: From Business Owners, Managers to employees, this is great for organizations experiencing internal change and a changing marketplace. It focuses in on why change is good without the browbeating!

"Victor is a meeting planner's dream; easy to work with. I've hired Victor 3 times, and I'd do it again."

- Sheri Bennefeld, NexStar



CLIENTS



FEE SCHEDULE

Keynote (60-90 minutes and an optional 1-2 hour breakout session) plus business airfare and hotel	\$20,000
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International: Keynote (60-90 minutes and an optional 1-2 hour breakout session) plus business airfare and hotel	\$30,000
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Master of Ceremony (MC) 1 Day	\$20,000
2 Days plus business airfare and hotel	\$30,000

Video Conference Session (60-90 minutes)	\$2,500
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ONLINE TRAINING

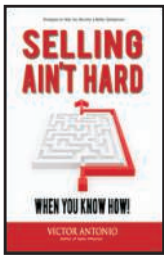
Sales Mastery Academy:

- 350+ Videos on an online platform
- Track your team's progress with weekly reports.

\$29.99/month per user

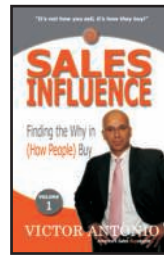


BOOKS ON SALES AND MOTIVATION



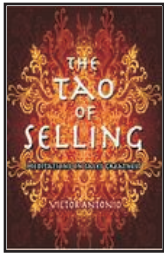
SELLING AIN'T HARD...WHEN YOU KNOW HOW!

Theme: General Sales
Description: This book is a compendium almost 100 tips and tactics on how to become a better salesperson.



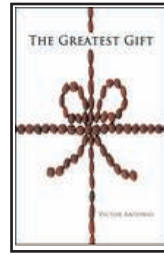
SALES INFLUENCE: FINDING THE WHY IN (HOW PEOPLE) BUY

Theme: Sales Psychology
Description: Find out how things are position or presented influence impacts a consumer's buying behavior.



THE TAO OF SELLING

Theme: Sales Philosophy
Description: A philosophical booklet of 52 taos (ways) on how the best salespeople think about business, the meaning of value and sales success.



THE GREATEST GIFT

Theme: Success & Motivation
Description: A fictional story of a two men discussing the meaning of success and the many trials and tribulations of how to achieve it.



SALES PSYCHO: INSIDE THE MIND OF A SERIAL SELLER

Theme: Fictional Novel
Description: Inside an Asylum is a man known for his uncanny ability to sell. On this day, he is being interviewed to discover his secrets to sales success.



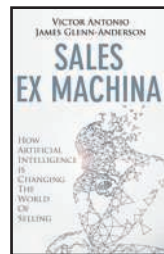
RESPONSE BLOCK SELLING: A NEW APPROACH FOR LOWERING BUYER RESISTANCE & SELLING MORE!

Theme: Sales
Description: To build credibility in your presentation, you need to know how to block objections, not overcome them.



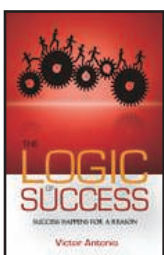
WINNING BACK THE BUSINESS: 11 TACTICS FOR OUSTING YOUR COMPETITORS

Theme: Sales Tactics
Description: Learn to compete in today's hyper-competitive market by using tactics to move clients in your direction.



SALES EX MACHINA: HOW ARTIFICIAL INTELLIGENCE IS CHANGING THE WORLD OF SELLING

Theme: Sales Enablement
Description: The first book on how Artificial Intelligence is changing the world of selling.



THE LOGIC OF SUCCESS: SUCCESS HAPPENS FOR A REASON

Theme: Motivation
Description: A Personal autobiography on overcoming adversity and how some people are able to achieve while others simply can't.

VICTOR ANTONIO, SALES TRAINER AND CONSULTANT

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