



Experience the “Ah-Ah” and “WOW”
Of
Life, Business and Sales
Andy Greenberg
Motivational Speaker+ Trainer
Voice-Over Specialist

Andy's strengths include energetic leadership (contagious enthusiasm), employee training skills and extensive experience developing markets, products, channels, effective sales operations and business plans. He has an excellent record of increasing market share, sales revenues and margins, strategic alliances and lead generation as well as designed and implemented effective motivational and sales training programs for national companies. **Andy** is a seasoned executive known for improving business operations through innovative marketing, product positioning, business development and sales strategies and strong teams of top performers.

Now you can see Andy weekly on Fox Channel 42 KPTM website, Andy has taken over the role as Community Correspondent. Experience the blend of observations and insights.

Professional Experience:

Employee and Skills Enhancement
Business Development and Marketing — Strategic and Tactical Planning
International and Domestic Sales — Sales Team Management
Key Account Management — Major Account Acquisition
P & L Management — Customer Service Management

35 years sales, sales management, sales trainer, product management + development and marketing.

Motivational and Sales Trainer (Nashua Corp) responsible for writing and presenting innovative approaches to motivation, sales, sales management.

Andy was responsible for Nashua's Label Products Division largest and most profitable business segment in sales, margin dollars and most new products launched.

Executive with top and bottom line responsibility ranging from \$4,000,000-\$60,000,000 in sales.

Established 30 territorial, regional and national sales records.

Launched over 10 new products (1 Patent!)

Entered 5 new markets

Career Trainer (Beneficial Corp) - Advanced Management Training specialist

Programs included:

1. Motivating Your Mind For Better Business

An exciting and long lasting approach to the everyday complexities and challenges of the business world accomplished by learning first how to control the mind-then the business and the outside environments. The attendee will truly feel he is "Out of His (original) Mind!

2. Believe in Yourself

A remarkable process that redefines your own belief system and shows you how valuable you are to yourself, your family, your business and community

3. There is no Luck - Take Charge

"Luck is a four letter word- you always look for it and can't find it! We think bad luck finds us. We loose control of what we can find- our destiny! Learn to take charge of your destiny. Always be out of luck and in control!"

4. There are no Followers in Leadership - Build Loyal Supporters!

From teens to seasoned adults, leadership techniques and understanding the needs of followers are combined to shatter the myth that a person is a born leader.

5. The Art of Public Presentations

I start by shattering the fears of Public Speaking, reveal techniques then train each attendee on their own newly acquired skills

6. Never Close a Sale - Always Open!

Learn how a simple change in the way you approach sales, the prospect, and the customer will have your competitors wondering why your sales and market share are increasing at their expense!

7. Negotiations

A step by step approach and workshop that will support your efforts for higher prices, price increases when dealing with your market place and for lower prices and better terms when dealing with your suppliers

8. Prospecting and Getting the First Appointment

How do you get the prospect to want and see you, even if they never heard of you or your company?

Motivational + Leadership + Sales Trainer = Speaker Experience

National Association of Independent Food Equipment Dealers
(Motivation + Achievement Training)

National Association of Office Furniture Resellers
(Motivation + Achievement Training)

National Business Forms Association
(Sales Training)

Mettler-Toledo National Sales Force and Distribution Network
(Sales Training)

University of Nebraska (Omaha Campus) MBA class
(Leadership Training)

B'nai B'rith Youth Organization Midwest Conference
(Leadership Training)

Omaha Jewish Community Child Development Center
(Team Building, Customer Service, Self Esteem)

National Association of Jewish Nursing Homes
(Marketing Training)

University of Nebraska (Omaha Campus- Honor Students), School of
International Studies
(The Art of Public Speaking)

Scheduled to appear at

Touro Law School
(Customer Service)