

Daniel Grissom • Sales Coach



When Daniel speaks, Business Executives pay attention.

With deep knowledge and experience in the sciences of sales and business management, Daniel has the talent to pinpoint problems, create solutions and get results. He is a world-class communicator, able to connect with professionals at all levels – from rookies to veterans – and teach them how to step up!

Daniel has already helped many of the world's top firms increase their results including: Google, IBM, Bloomberg, Walgreens, NASDAQ, Eli Lilly and UPS. He has coached these companies in Asia, Africa, Europe and the USA. He has earned an MBA, an honorary PhD and CSP – a designation held which symbolizes excellence in speaking, which is held by less than 7% of presenters worldwide!

What does all this mean to you?

It means you'll get:

- A **Speaker** that is an expert in presentation excellence.
- A **Coach** that is an expert in business development.
- A **Trainer** that is an expert in personal development.

In summary, **it means you'll get results you can count on!**

"This book should be on every leader's desk!"

— Gerhard Gschwandtner,
Founder and Publisher

SellingPower.com
Solutions for Sales Management

"Daniel is a unique blend of a business thinker and personal motivator. He helped our organization. I believe he can help you, too!"

— Tim Armstrong,
Vice President, Sales

Google

Author.

Daniel's extensive experience has equipped him to write three books on how to create client value: *STEP UP! – How to Win More and Lose Less*, the companion *Workbook* and his forthcoming book *STEP UP! – 101 Secrets for Creating Client Value*.

Entrepreneur.

Daniel is the founder of PhD in Results. A firm dedicated to helping organizations hire, develop and retain top talent. The "PhD" represents excellence in thought and "Results" represents excellence in execution. The firm's name reflects Daniel's commitment to helping others step up and earn their PhD in Results!

Student.

Daniel is a student of the Bible, a husband, father and Sunday school teacher. He was awarded an honorary PhD in recognition of his contribution to Christian Education. He believes that its life first, then business. He believes we should not get the order mixed up.

Want to know what the best and the brightest do to improve their results? what they do – **call Daniel.**