

Daniel Grissom • Results Coach



When Daniel Grissom talks, Business executives pay attention. He is The Results Coach!

With deep knowledge and experience in the science of sales and business management, Daniel has a unique ability to uncover challenges, create solutions and increase results at the street level. He is the consummate communicator, able to connect with your people at all levels—from rookies to seasoned veterans—and teach them how to improve.

Daniel has already helped many of the world's top firms increase their results, including: Google, IBM, Eli Lilly, Walgreens, NASDAQ and UPS. He has helped leaders in Asia, Africa, Europe and the USA. He earned his MBA and was recently awarded an honorary PhD in recognition of his contribution to Christian Education.

What does all this mean to you? It means you get book smarts and street smarts when you hire Daniel. It means that your people will learn from a true professional who has a commitment to excellence and a proven track record for getting results. And it means you have the unique opportunity to truly improve performance and results immediately within your organization.

Thought Leader. Daniel's extensive experience inspired him to write three books: *STEP UP!—How to Win More and Lose Less in Business*; *STEP UP!—The Workbook* and his forthcoming book *101 Tips for Creating Client Value*. All of his content concentrates on getting more business by creating more value.

Truth-Teller. To develop his STEP UP system, Daniel discovered “the truths” about what separates excellent performers from average ones. In analyzing these truths, he learned the best practices of the best sellers and leaders across the globe—and now he shares these truths with his audiences. Want to know what the best and the brightest do to improve their results? Do what they do—call Daniel.

Results-Accelerator. Daniel is more than a speaker or a trainer. He is a businessman and entrepreneur who helps other business people and entrepreneurs. To him, it's personal. He is the founder of PhD in Results, an organization helping firms select, develop and retain top talent. PhD in Results is named in honor of Daniel's Mom, the late Dr. Pauline Grissom—the “PhD” represents excellence in education and “Results” signifies excellence in execution. The name and the organization reflect Daniel's strong commitment to continuing his Mom's mission of helping others step up to the next level.

“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

Book Daniel.

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