

SPEAKER KIT



Anthony Garcia

Best-Selling Author & Keynote Speaker



Meet

Anthony Garcia

Anthony Garcia is an expert in sales training, recruiting, goal achievement and motivating business leaders to peak performance. With nearly two decades of experience, Anthony has achieved top accolades in direct sales, business-to-business sales, and medical sales. In previous roles, he has trained and developed sales teams for C.R. Bard, Cutco Cutlery, and Paychex. Most recently, Anthony sat on the leadership team that generated half a billion dollars in medical sales where he also trained international sales forces and helped facilitate product launches in new markets.

His International Best-Selling Book [Catapulting Commissions](#) was recognized by Selling Power Magazine as one of the best sales books to read. Anthony has delivered numerous keynotes focusing on maximizing sales, and S.M.A.R.T.E.R. goal setting. His thoughts and opinions have been featured in Forbes, CNBC, FOX, and CBS.

Anthony created his 1st business and built a team of over 100 sales reps at the age of 22 and has gone on to coach and mentor hundreds of top-performing sales professionals whose accolades have been national rep of the year, rookie of the year, and hall of fame.

Anthony is also the host of the Catapulting Commissions podcast where he discusses the complacency that robs people of their full potential and interviews some of the world's top sales performers and entrepreneurs. Anthony is a sought-after speaker who has shared the stage with Les Brown & Jack Canfield. The passion he demonstrates about unlocking the higher performer lying dormant in every professional has his fans calling him a "Rising Star" in personal development.

"Hire Anthony & Watch Your Results Explode."

J.P. Arlie – V.P. Sales – Vivint Inc.

PROGRAM DESCRIPTION

Catapulting Commissions

ACHIEVE YOUR SALES GOALS

Think S.M.A.R.T.E.R about your goal-setting process in business

Program Bio

During this keynote, Anthony will take your audience on a mental journey that leaves each attendee believing they can accomplish their next sales goal. The harsh reality about sales and business goals is that failure is more common than success. This problem often leaves sales professionals with unpredictable income and leads to career turnover.

During this signature keynote, Anthony will elaborate on the exact goal setting process that has helped his clients advance from just surviving to being in top 1% of income earners in the US. There is a series of questions that is based on the International Best-Selling Book, *Catapulting Commissions*. The thoughts and principles shared during this keynote have been featured in *Forbes* and *Selling Power Magazine*.

In this highly engaging talk, Anthony will take you on a roller coaster of emotions and inspiration that change the way we think about sales goals. With a collection of stories and data, plus a side of humor, you will walk away immediately armed to hit your business & sales goals with confidence.

TAKEAWAYS

Leaving this presentation your audience will learn:

- The framework for teaching you how to identify the 5 areas that increase goal success.
- How identifying the "Worst Case Scenario" can be used as leverage for goal achievement.
- Avoid the 40-year-old lie that "SMART" goals are the key to success. They will learn the approach that the top 1% of sales producers utilize.
- The secret to ensuring they don't lose momentum during goal pitfalls.
- The 4-Part framework that is needed to build a positive environment for success.

PROGRAM DESCRIPTION

Communication That Converts

How to Conduct unique discovery calls that shorten The Sales Cycle

 [CLICK TO WATCH MY DEMO VIDEO](#)

Leaving this presentation your audience will:

- Learn the art of communication that converts by implementing the SEO framework of discovery calls
- Get the step-by-step process that changes the buyer's experience and increases sales in ONE meeting
- Discover the key to having your prospects view you as a business resource and never just "another salesperson"
- Know the correct order and number of questions to ask on a discovery call

TAKEAWAYS

Program Bio

First impressions can make or break you.

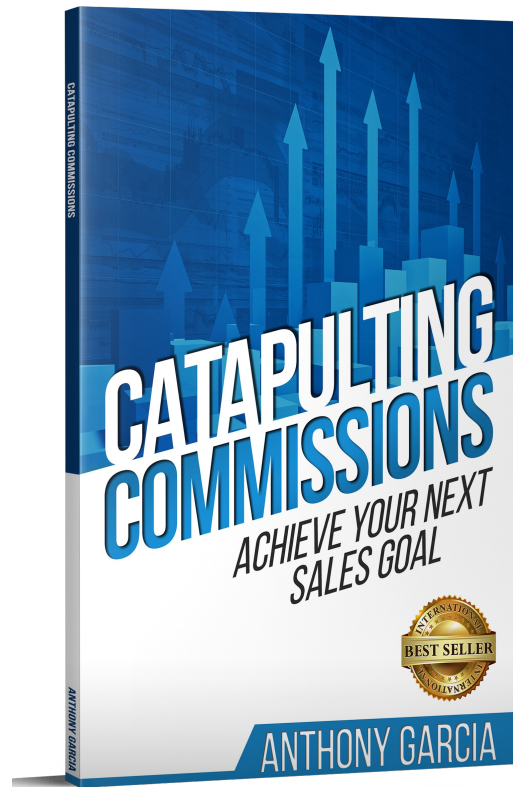
And when it comes to discovery calls, it's your first opportunity as a sales professional to earn your prospect's trust, uncover their million-dollar problem, and become their trusted advisor.

Your buyers aren't looking for another sales pitch that stinks of commission breath. They're looking to have a consultative conversation with an expert that can guide them from pain to pleasure in the fastest way possible.

85% of buyers aren't excited to work with the company they are with after the discovery call, The skills taught during this workshop will ensure your sales team is a part of the 15% that has buyers wanting to do business.

After your time with Anthony, you will learn how to conduct customer-centric discovery calls that shorten the sales cycle, increase close rates and eliminates buyer remorse.

International Best Seller in 6 Countries



CATAPULTING COMMISSIONS

Achieve Your Next Sales Goal



Endorsed by Selling
Power Magazine

“If you are a sales manager looking for a boost in production you should share the techniques in this book with your sales team and watch their results explode.”

JP Arlie, Vice President of Sales,

Vivint Solar

Testimonials



“Anthony’s keynote is a culmination of relatable stories of dealing with adversity and tangible action items that will aid any sales professional in identifying roadblocks, creating action plan and beginning to start thinking and seeing their sales career in a more productive & profitable light.”

Lauren Gibbs
Director of Sales – Parity
2018 Olympic Medalist



“Anthony Garcia is true sales leader and expert. He is a master at helping sales managers achieve higher sales, increase retention, and massively improve team morale. In a nutshell, Anthony is any smart manager’s secret weapon!”

Elyse Archer
Founder – She Sells Radio



“Anthony isn’t just inspiring, but very tactical and comprehensive. He walks you through step by step how to set goals and create sustained success in life and business.”

Peter Voogd
International Best Seller
– 6 Months to 6 Figures



“Anthony left my team motivated and inspired. His approach is detailed and will help you thrive in any sales environment.”

Chris Bickel, M.B.A.
V.P. Commercial Operations
Accelerated Care Plus



“Anthony exudes an energy that uplifts, motivates & encourages each individual he speaks to. He provides a valuable perspective on sales training, goals & accountability.”

Norma Dunn, M.B.A.
Director – MCSC
Kern Women’s Business
Center



“Anthony talks about creating a dynamic sales culture that everyone wants to be a part of. His message will inspire those around him to be the best version of themselves.”

Madelyn King
Neurovascular Sales
Associate
Penumbra Inc.

CATAPULTING
COMMISSIONS™



Book Anthony to Speak

To Book Anthony Garcia for your next event please contact us directly:

info@anthonypgarcia.com

Phone: (661) 232 -0770



Connect With Anthony On Social