

## Frank Furness

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### *International motivational speaker, trainer & best-selling author*

Frank Furness is a highly sought after motivational and after-dinner speaker who has helped audiences around the world to achieve improved sales, leadership and communication skills.

Based in London, Frank is a specialist in sales, technology, social media and goal setting and how they work together to produce great results for organisations. He has over 23 years of exceptional business success in financial services sales, management, training and consulting. This includes qualifying twice at MDRT Top of the Table, putting him amongst the elite of sales consultants around the world.

Frank has an energetic, enthusiastic and humorous presentation style and a charismatic personality which has enthralled audiences around the world. He delivers over 100 speeches each year and currently spends the majority of his time speaking internationally. To date he has presented in over 52 countries, helping businesses to improve their skills and bottom line profits.

Frank's passion for goal setting and personal and professional development and his refreshing approach have inspired many individuals to adopt his approach to doing business while many of his corporate clients choose to retain his services as a consultant.

In 1997 his long involvement with Toastmasters International saw him recognised as one of the top 5 humorous speakers in the United Kingdom. He is the founder and past president of Northwest London Speakers Club, a member of NSA, the past president of the Professional Speakers Association of Europe and past chair of the International PEG for the National Speakers Association of USA.

He is also a regular speaker at Entrepreneurs University and his clients include the British Olympic Team, The Professional Cricketers Association, Sporting Champions and Sport England. In 2007 he was awarded 'Top Speaker' for Vistage Europe and in 2011 was inducted into the Speaker Hall of Fame.

Frank Furness is the author of the international best-selling *Walking with Tigers - Success Secrets of the World's Top Business Leaders* and *How to Find New Business and Clients*. He has also published numerous articles in newspapers and magazines and he has been a columnist for Financial Times and Institute of Directors publications. Frank has been a guest on many radio and TV talkback shows speaking on goal setting, motivation and positive mental attitude.



Apart from his speaking commitments, Frank has an Internet Marketing business with 22 websites all producing income. He has been an avid supporter of video marketing for many years and his YouTube channel has 480 videos, 3 million views and over 5,000 subscribers.

***Frank Furness talks about:***

- The 10 habits of successful sales people
- Walking with Tigers - Success secrets of the world's top sales people
- The Winning Edge - Success secrets and strategies of the most successful companies.
- Attraction Marketing - The social media revolution
- Self-Motivation, goal setting, technology

Frank Furness has worked with hundreds of organisations around the world and shares the success secrets and strategies of the most successful companies during his highly entertaining, highly effective and very memorable presentations.

## Client Testimonials

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Your very accessible style made the information you shared with our team intelligible and easy to assimilate, and we still talk about the incredibly 'simple' approach you adopt to what is often considered the complicated process of doing business. Not without the elements of fun, your presentation was well targeted and well received, and we thank you for your insight and for presenting your ideas in a way that each delegate believed that they could take back with them, and move towards personal and professional growth and success.

***American Express & Seekers Travel South Africa***



What an excellent presentation. It was unanimously claimed as the best session any of the team had experienced. Everybody is charged up and my only challenge is to ensure that we carry through the great ideas you provided.

***Johnson Fry Securities Ltd, London***



After many years in the sales industry, it has been highly refreshing to find a professional who can rekindle the fire in our sales force. Frank's professionalism and knowledge of sales in my opinion cannot be equalled and since his motivational talk, there has been a dramatic increase in our sales figures.

***PIC, Dubai***



I've now seen Frank have an impact on three separate audiences from chief executives to people in their first sales role. He is always stimulating – with a great combination of practical sales knowledge, constant confidence-building, and an energizing presentational style.

***ACNielsen Australia***



Frank Furness injects his presentations with a genuine passion for the subject bringing his message to life with real world examples drawing from blue-chip businesses he has helped to grow. Never boring and always informative Frank is one of the best speakers and trainers I have seen in a long time.

***Burgis & Bullock, Chartered Accountants, Scotland***

## Client Testimonials

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A day of sales training with Frank Furness so inspired our sales team that six weeks on, and they are still enthusiastically employing his techniques ... Frank has changed the way we work – he has given us confidence to enjoy the sales pitch and to sell better and more effectively.

*Emerging Real Estate Ltd*



Frank is one of the top sales presenters in the world and he delivered his high content, high impact, high value presentation with his usual eloquence, expertise, and enterprising nature.

*APSA, Singapore*



Frank is energised, motivated and engaging. There was no-one in the room who was not captivated by what he was saying ... I would highly recommend Frank - he is one of the best speakers I have ever had the opportunity to experience.

*THQ*

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