

# Jack Daly

## ***Sales and Business Growth Specialist***

Jack Daly delivers explosive presentations, interactive workshops and lively training sessions that inspire audiences to take action in the areas of sales, sales management, customer loyalty and personal motivation.

Jack Daly leads with content, delivers with contagious enthusiasm, and leaves his audiences both wanting more and committed to taking action.

Jack Daly brings 20+ years of field-proven experience. As the head of sales, Jack has led sales forces numbering in the thousands, operating out of hundreds of offices.

An inspirational leader of people and builder of companies, Jack Daly's CEO experience in leading several national companies translates to a speaker who truly speaks from experience.

Jack Daly believes that success is by design, not chance. He has created several programs to help companies realize greater sales and profits!

Thousands of companies and professionals have benefited personally, financially, and professionally using the concepts Jack teaches.

Some of Jack's presentations that can help get your sales team in gear include:

### **Smart Selling Through Value**

Smart Selling through Value provides field-proven, added-value strategies for productivity improvement while bonding long-term client relationships. These relationships result in repeat business and, therefore, reduced sales and marketing costs.

### **Coaching Companies to Greater Sales and Profits**

Your sales force is only as good as your sales leadership. This training is designed to make positive results happen through more profitable selling. The emphasis is on street-tested (not theory) sales management techniques that are immediately implementable.



## Client testimonials

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“ Weeks 1-3 the office was tracking at \$13-16k , then week 4 we hit \$24,000 then week 5 we hit \$30,000 with the same 12 people. The managers GP was \$8,400+ and our people profit was more than we expected with our top 4 earning \$1000-1400 in 1 week , the next 4 earning \$800-1000 per week ..an awesome result!

**- Appco Group**

“ Thanks heaps for your involvement and continued support of my business. I really appreciated your sessions, your passion and energy in engaging the team. The team really relate well to you and appreciated your high energy sessions. I already have action plans flowing into myself and the State managers this morning and there is an air of excitement and engagement across and through the business which is fantastic. I know we can take the business to the next level and you are absolutely spot on when you reference the managers as the key leverage point. I will certainly work closely with the leadership team to support, coach and motivate and to hold them accountable for delivery of the results.

**- Commonwealth Bank**

“ We walked out of your presentation and the next day threw out huge chunks of our sales material and replaced it with presentations that outlined the client benefits. We scrapped most of the verbiage and replaced it all with graphics and backed it with numerical proof. We changed all communications so that they conveyed the experience of being a client of Hyperion. We focused on the value of our product to them. Our conversion rate went through the roof. We went from around \$900 million funds under management at the time to \$3.2 billion today and that occurred in the aftermath of the GFC when many of our competitors were struggling. This result has been a realisation of a 15 year goal to build a terrific business providing value to clients

**- Hyperion Asset Management**

“ What rave reviews you received for your presentation earlier this month at the RPMA conference. The comments I got were that everyone wanted more, one hour simply wasn't enough time. This is the 12th year for the conference, and I think yours was the best review I've received in all 12 years.

**- Architectural Security Group**

“ Your session was a superb kick-off to our new efforts in sales management training. You exceeded our expectation and provided my team with an outstanding day of training.

- *Venture Bank*

“ Jack Daly takes powerful material, adds his personal street smarts and actual experience, and delivers a wallop of words that every CEO needs to hear once in a while. And I want my top sales person to hear the same message with me.

- *Wixon Fontarome*

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[VIDEO OF SPEAKER](#) 