

Gary Kunath

Founder and Former CEO of The Summit Group

Sales Talk Topics

- Mastering Life Balance
- How To Matter More Through Creating Business Value
- Sales Innovation
- Executive Engagement
- How Great Leaders Lead

What the audience learns: These talks leverage the Best Practice approach Gary created around Value Creation that was awarded “Innovative Practice of the Year” by 3M and was acknowledged as a key factor in companies such as Ritz Carlton, Cisco Systems, MARRIOTT, HP, Xerox and 3M winning best sales practice of the year awards from the Strategic Accounts Management Association.

- What the top sales people do better than others
- Sales skills your competition is investing in to beat you
- How to drive higher orders of value to your customers to increase margin and share
- How to anticipate customer needs and bring them your best ideas and concepts before they know they need them
- How to leverage organizational value into the offer
- How to gain competitive immunity
- How to elevate your level of business acumen
- How to gain executive access and build relationships higher, wider & deeper

Book Talk Topics

- Leading From Within: How To inspire greatness in yourself and in those you lead
- Mastering Life Balance....Achieving Greatness at home and at work This talk is based on the book written by Gary Kunath entitled, Life....Don't Miss It. It shares with people how apply the life concepts Gary has learned and written about in his book directly to their own lives and to the lives of those they may lead and bring humanity back to the workplace.
- How to dramatically maximize the joy and contentment in your life
- The “Ten Points of Life” on how to achieve a high life worth and reconnect to what truly matters and how to apply them to your own life.
- Threes greatest gifts to give your family
- What factors drive high life worth, happiness and how to reduce the stress of life itself
- Leaders learn how to increase the innovation, emotional loyalty and natural productivity of their people by positively impacting their lives “outside” the walls of the company.
- How great leaders inspire action and greatness in their people at home and on the job.
- The secrets to balancing work and home life