



Warren Greshes

Warren Greshes is an entrepreneur. As an internationally acclaimed professional speaker, best-selling author, broadcaster, podcaster, educational products producer and former minor league baseball team owner, Warren has been travelling the world for the past 23 years building his brand.

As a speaker, Warren is expert in the areas of sales, motivation and personal and professional development. He has addressed corporate, association and small business audiences all over the world. Some of his corporate clients include: Bridgestone/Firestone, Hewlett Packard, CNET and Coca Cola. Warren has also spoken in front of some of the largest and most prestigious organizations in the world, including The

Million Dollar Round Table, The National Association of Realtors and Sales and Marketing Executives International.

As a broadcaster Warren's show, "So Who's Stopping You," ran on AM radio and over the internet on the World Talk Radio Network for two years. He now produces a weekly podcast series, "The Monday Motivational Minute," listened to by thousands of people throughout the world. This month will bring the premiere of Warren's UTube TV series, "Get Off Your Ass!," a title that speaks for itself.

Warren has produced audio and video programs in the areas of sales, success, customer service and time management, including the award-winning, "Supercharged Selling: The Power to be the Best." His book, "The Best Damn Sales Book Ever: 16 Rock Solid Rules for Achieving Sales Success," published by John Wiley & Sons has been a business best-seller and is available throughout the world.

Warren has served on the board of directors of the National Speakers Association, and in 1998 was awarded their highest designation when he was inducted into the Speaker's Hall of Fame.

Speech Topics

Make my Life Easier: What the 21st Century Customer Really Wants

With the ability to buy almost anything you want or need from an 800 number or the Internet, the day of the mediocre salesperson is dead. The 21st century customer is more demanding than ever and will only deal with people who are ready, willing, and able to add extra value to everything they sell.

Supercharged Selling: The Power To Be the Best

This program teaches the four most important characteristics necessary for sales success: commitment, attitude, self-motivation, and persistence.



The Leading Attitude

As a business manager, you do not have the time or the ability to stand watch over people making sure they do their jobs. In this fast-paced and ever-changing global economy, it has become more crucial than ever to surround ourselves with people who are self-starters.

The 3 S's of Success

The road to success starts with the commitment to succeed. Yet, commitment is not something you're born with. It's something you acquire through setting goals, planning, and creating a sense of purpose in your life.

The Agent of the 21st Century

Life insurance is something that can now be bought over the phone or on-line without ever having to deal with an agent. The agent of the future will have to be more professional, more educated, and more knowledgeable about the industry than ever before.

Your Agents Are Your Clients

Successful insurance agents are self-motivated. If you, as a manager, have to stay on top of your agents 24 hours a day, you don't need them. And if you are doing that, then you're not doing your job as a manager.

The 21st Century Food Merchant

In this exciting, entertaining, yet informative keynote, Warren Greshes will show you what smart companies are doing to create the kind of unique shopping experiences and extra value for their customers that makes it more beneficial for them to come to the store than to just click on their computers.