



Dean Lindsay

Recognized as a 'Sales-and-networking guru' by the Dallas Business Journal, Dean Lindsay is the founder of The Progress Agents – a workshop company and consulting firm dedicated to empowering progress in sales, service, and workplace performance.

A cum laude graduate of the University of North Texas, Dean presently serves on the Executive Advisory Board for UNT's Department of Marketing and Logistics. The Dallas Business Journal selected Mr. Lindsay as one of "D-FW's Rising Stars Under Forty in The Business World Today".

Dean is a featured contributor to Executive Travel and Sales and Service Excellence magazines as well as the nationally distributed audio publication "Selling Power Live" hosted by Jeffrey Gitomer. He is also the head writer and editor of the widely read e-mail-based newsletter, The Progress Report.

Dean's clients range from Fortune 100 companies to budding entrepreneurs, and from national and state associations to successful small businesses on both sides of the Atlantic. Clients include Ericsson, Pacific Life & Annuity, American Express, New York Life, American Airlines, Chase Bank, Washington Mutual and Western Union.

Dean's new book *Cracking the Networking CODE: 4 Steps to Priceless Business Relationships* has been endorsed by a who's who of business leaders and performance experts including Ken Blanchard - author of *The One Minute Manager* and Brian Tracy. The book is Recommended Reading by the United Professional Sales Association and Profit magazine. Jay Conrad Levinson - the author of *Guerrilla Marketing*, thought so much of *Cracking the Networking CODE*, that he wrote the book's foreword. In their book review, The Dallas Morning News stated that the book served up "networking advice with wisdom, humor and concise guidance."

As a successful entrepreneur, business owner, and sales executive, Dean has experienced firsthand how vitally important building priceless business relationships and cherishing customers are to becoming successful in today's world. Dean's unique knack for communicating and his commitment to helping people take positive steps make him a Progress Agent. His speaking and consulting style is refreshingly daring, imaginative, and a lot of fun.

Speech Topics

- Cracking the Networking CODE
- Big PHAT Goals
- Cherishing Customers
- Diving for Referral Pearls
- ZONE Selling
- Presence Power

