



Why Hiring *This Motivational Sales Speaker* is Like Getting an Insurance Policy for Your Next Event

You may have hired “motivational” speakers in the past, and they may have failed to “motivate” and live up to your high expectations.

Your team went back to the field feeling underwhelmed and not exactly fired up. A mediocre event won’t move the needle on your sales numbers

There is a gap between planning and delivering a **good event** and **exceeding expectations with a great event** for your audience. Choosing the right speaker is never an easy task, and you want to avoid making a “mistake”.

And naturally, you—like anyone else—would want an insurance policy against that “mistake.”

And hiring **Chip Eichelberger** as your next **motivational sales speaker** is like getting that insurance policy. Here’s what one repeat customer had to say about hiring Chip for their events year after year...

“Chip, we hired you again because we look at you like **buying insurance** our meeting won’t suck!”

And the reason why Chip gets repeat business and such enthusiasm from his clients is because he doesn’t use the typical approach that many speakers use to motivate people.

And as you well know, that approach is typically a one way communication whereby the audience is cemented in their seats... barely keeping their eyes open... and watching another boring Power Point presentation while mindlessly taking notes.

That stale bread approach is NOT the approach that will motivate a sales force into action. It’s a LOT different than that, and...

Chip’s approach to motivating a sales force is COMPLETELY DIFFERENT.

His program is about...

Engagement... Audience Interaction... Humor, HIGH ENERGY... Physical Movement... Customized Content and Mental Interaction that challenges you to work and think on a first class level...

Many of Chip’s sales audiences have 15+ years of experience and need to be challenged in order **reevaluate** current strategies, mindsets and levels of performance.

In a moment, you will see how Chip Eichelberger does just that, but first read this...

A Fortunate Encounter with Tony Robbins

After a stellar yet short career with Jantzen Sportswear as an award winning sales rep, Chip was abruptly fired after the second company buyout and the company cutting the sales force in half!

Serendipitously, he read a classified ad in the paper that a “national celebrity” was looking for 5 people who were committed to make a difference. He was intrigued and was fortunate to join Tony Robbins at just the right time.

Chip became **Sales Person of the Year** on the road and he was Tony Robbins’ international point man helping Tony expand to Australia and the United Kingdom.

Here are some kind words that Tony Robbins had to say about Chip Eichelberger...



"Chip is a friend, an excellent communicator, and a man committed to constant and never-ending improvement. His experience, energy and engagement will make a difference for any company."

Anthony Robbins

Entrepreneur, Author & Peak Performance Strategist (*social proof*)

Just like all the challenges that sales people face today with all the ever changing consumer demands, Chip's approach is to challenge *your* thinking in ways that create momentum and drive... so you can break through mental blocks and meet day to day challenges.

They're three main principles that drive human action. They are...

The What...

The How and...

The Why...

The most powerful one is *The Why*. You need to know why you do what you do. You may know what to do (make more sales calls), and you may how to make those calls...

But unless you really know why you make those calls, you won't be motivated. And The Why isn't as simple as "my boss wants me to," or "I really need to make this sale or I'm out of a job."

It's more than that. And that's where a motivational sales speaker like Chip challenges you to dig deeper to understand truly why you do what you do... what you need to do differently... and what you need to STOP doing.

One way to accomplish this is to be in the presence of an interactive **motivational sales speaker** who uses physical interactivity to challenge his audience to think differently—not just sit, watch and take notes.

Chip knows that **sitting quietly in your seat watching and PowerPoint presentation won't bring sales** people to take action. And he can intimately relate to sales organizations and their immediate challenges because he has worked on a commission basis his entire career (*Liking: similar to us*). He knows what it takes to be self-motivated and goal oriented in order to be an elite performer.

To Be Challenged Is To Be Motivated

When your job seems to be getting tougher and tougher every day, you need a motivational sales speaker like Chip who can get in your head and see what you're seeing... and **challenge you to think differently** so you can bring in more sales to your organization.

You need someone who has challenged others and has worked with a broad spectrum of companies to bring those lessons to you—so you can make a big impact on your bottom line...

...your company...

...and your overall value.

Chip is a unique **motivational sales speaker** who gets you out of your seat, shakes up and energizes you to your core. He will have you shouting “YES!”—even when the rest of your world is telling you NO...

NO to your calls... NO to your new ideas... NO to your problem solving skills.

The world was saying “NO” when Fred Smith (**founder of FedEx**) insisted he could deliver a package absolutely and positively overnight.

The world was saying “NO” when Tom Monaghan (**founder of Domino’s**) said he could deliver a hot, fresh pizza to your door in 30 minutes or less.

When your world says NO, you need to find a way to say, “YES!” And to get to yes, you need to be challenged by a unique motivational sales speaker who can provide the proper motivation...

- Without the proper motivation, **nothing gets done.**
- Without the proper motivation, **excellence is never achieved.**
- Without the proper motivation, **self-imposed barriers are never broken.**
- Without the proper motivation, **negative thoughts are never eliminated.**
- Without the proper motivation, **you can never get unstuck.**

Chip Is the One Motivational Sales Speaker That Challenges You to Get Out of Your Seat and Onto Your Feet.

Sitting in your seat and watching your neighbor take notes is not nearly as effective as getting engaged in a physical learning activity, and there is science behind that.

The science is in...

Numerous studies reveal that you only retain 10% of the information you are given when you are sitting and listening to a lecture or a presentation.

However, the same studies say that up to 85% of the information is retained if you are engaged in a physical learning activity. See [Board Break Experience](#) for a video on how Chip gets his audience to be physically active for a **totally unique learning experience.**

Chip’s programs are designed to get you to be active in what you are learning, so you can retain that information more deeply and longer.

When you retain this information in this way, you can break through challenges and seemingly overwhelming barriers.

What barriers do you and your organization want to break through?

- ✓ Meet challenging sales quotas
- ✓ Get people out of silos and working cohesively
- ✓ Reaching President's Club this year
- ✓ Adopting a growth mind set and realize improvement it possible
- ✓ Or even improve your golf game!

For many, these challenges seem nearly impossible. But it only takes motivation and a mindset shift to realize they are *difficult* and possible to bring to reality.

What do you do after a RECORD SETTING YEAR or a Difficult Year?

For one, don't look back...

Roger Bannister isn't a household name, but what he accomplished May 6th 1954 had been attempted for decades and was thought physically impossible to accomplish.

He ran the mile in 3:59.4, breaking the 4-minute barrier for the first time. His record didn't last long, just 46 days later; his Australian rival John Landy broke his record with a time of 3:57.9. **That you may know, but you likely do not know this story.**

On 7 August that same year, at the British Empire Games in Vancouver, B.C., Bannister, running for England, competed against Landy for the first time in a race billed as *The Mile of the Century*. They were the only two men in the world to have broken the 4-minute barrier.

Landy said he plan was simple. "Run so fast that Bannister could not deliver his usual sprint to the finish." Landy went out fast and built a 10 yard lead and on the final lap he could see Bannister's shadow behind him closing.

On the final turn with the fatigue mounting, Landy glanced over his inside shoulder to pinpoint where Bannister was. At the exact moment the Englishman surged by on his right!

Bannister won in 3:58.8, with Landy 0.8 second behind in 3:59.6. 60 years later, track coaches are still using this story of Landy's infamous glance back to caution their runners to – **Don't Look Back!**

Motivational sales speakers like Chip challenge you to think differently. Up until now, you've done everything the way you have always done them. And that leads to mediocrity.

But to really prosper, you need to be challenged to achieve higher and higher goals that are placed upon you. The only way to beat last year's sales quota is to perform on an exceptional level with high energy and a positive spirit.

From Chip's highly energized motivational sessions you'll see a big difference in...

- ✓ Getting past gatekeepers
- ✓ Getting past sales objections (there are many!)
- ✓ Battling your competitors
- ✓ Getting hard to find information
- ✓ Digging up qualified leads

Once you are challenged and barriers are broken through, your confidence goes up... sales go up... employee interaction goes up... company profits go up... and your drive to do more goes up.

Why Chip Does What He Does...

As a family man, Chip believes every person should have the opportunity to be the best at what he or she dreams of being. Chip's life experience with Tony Robbins has shown him how he can truly affect people's lives and make them more successful in their personal and professional lives.

While working with Tony Robbins, Chip saw the progress that was being made in people's lives. Chip saw profound changes in people. Now, working as a motivational sales speaker in his own right, Chip is continually inspired by the profound change his participants have made.

Chip earned the CSP™ designation from the [National Speakers Association](#), and this puts Chip in an elite group of speakers. Out of 53,006 speakers worldwide, there are only 761 **Certified Speaking Professionals**. (*authority*)

This designation doesn't come easy. For speakers with this designation, they must go through a rigorous process to show competence, performance abilities and a true value for meeting and event planners.

Chip really is among "the best of the best."

Three Great Ways You Can Use Chip For Your Next Event...

1. Opening Speaker

Chip customizes a high energy... impactful... humorous... and interactive opening experience (*Liking: cooperate with us*). Your opening speaker should really set the tone for your entire event. If your opening speaker is a dud, then you can pretty much bet that the rest of your event will be a dud as well. That's not a gamble you should take lightly.

As your opening speaker, Chip sets the tone of energy and interaction. He ties into your theme and **delivers a memorable message** that will resonate with your audience and get them involved. He is the only one to customize interactive learning guides that really gives his programs "legs".

Listen to this...

*"We engaged Chip as the opening speaker at our annual **Sales Kick-Off meeting** and he absolutely rocked the house and set an upbeat tone for the entire day.*

We are facing market disruptions and increasing competition.

*His **high-energy, interactive and inspiring** messaging forced all of us to critically examine our current performance and left us with a recipe for how to start needed personal improvements. I was so impressed in the diligence and pre-planning research Chip dedicated to our session.*

*My team was buzzing about **Chip's message and awesome delivery for the rest of the day**. I couldn't recommend Chip Eichelberger more highly!"*

Chris Power
Regional Vice-President
Presidio

2. Closing Speaker

Being the closing speaker is a much taller task than opening. The audience may have been at the event for several days and had a few late nights. You need a proven pro with the experience, energy and style to deal with that dynamic.

Chip constructs a powerful closing experience that participants will remember and talk about for many years to come. Often added to the closing is his famous [Board Break Experience](#). This exercise really **fires up people** and makes for a **memorable experience**.

During these closing events, Chip creates customized handouts that participants fill out with the help of others—to make for a truly interactive experience that you won't soon forget!

Read this testimonial...

"Chip 'lit up the room' as the closer to our annual national sales meeting. He had a group of very seasoned sales representatives highly engaged and enthusiastic. His homework was obvious!

Chip's message of holding ones self accountable to great results versus just good, and remembering that those things that are simple to do, are just as simple to not do, resonated with our sales team.

*I continue to hear Chip's comments creeping into our sales teams vocabulary, which clearly indicates a **sticky presentation**. We have had some very 'good speakers' in the past. Experiencing Chip showed us how wide the gap is to **a truly GREAT speaker** like him!*

Chuck Meath
Sr VP Retail Sales & Marketing
Jennie-O Turkey Store

3. Bookend Your Event

Bring in Chip as your opening **AND** closing speaker for an incredibly memorable event.

He energizes people at the **start** of your event and makes a lasting impression at the final **close** of your event. With pricing discounts that Chip offers on this "bookend" arrangement, this is the best return on your investment you could ever ask for.

This bookend works best if your event is a one or two day event. Chip opens it with a customized keynote/workshop and closes the event with the [Board Break Experience](#).

This is by far the best value. Ask Chip about his special discounted rates when he is brought in as both an opening speaker and a closing speaker to bookend your next event with TWO great experiences.

Read what this one happy client had to say about this special arrangement...

"Chip far exceeded our expectations when he opened day one AND closed day two at our National Sales Conference! Our audience has a wide range of attendees from mortgage originators (sales), their leaders and corporate executives.

Chip's preparation leading up to the conference significantly increased his impact as his content was engaging, entertaining, filled with energy and relevant to our audience. The closing [Board Break Experience](#) it was a great way to send people back into their markets energized and fired up.

The picture says it all. When Chip got off stage the AV producer told Chip, 'You blew last year's speaker off the stage.' We had to agree."

Kevin Stitt & Rob Rothrock
CEO & Vice President
Gateway Mortgage Group, LLC

What can you expect from Chip?

Chip does his homework. He prepares a targeted message especially for you, your people and your organization as a whole. He dives in deep to understand your sales cycles... your product and services offerings... your target market... and a whole lot more.

Chip creates a customized video that generates anticipation leading up to his motivational speaking event with you and your audience.

Chip **interviews key people in your organization** to understand the key issues that are stumbling blocks to your success.

Chip will arrive the night before to attend any dinner/reception to engage with you and other members of your organization to get a better and more intimate feeling of your immediate needs from him.

He will meet as many participants as he can...

...for an added value experience.

Chip is a proven pro with dozens and dozens of highly satisfied meeting planners and participants [providing testimonials](#) to Chip's [highly energized events](#).

What's the ROI of Having a Professional **Motivational Sales Speaker** Like Chip?

If you look at the numbers, Chip is one great return on your investment...

For example, if each of your audience members broke through a mental barrier and made 60 calls instead of just 55 or 50—what would that mean to you and your organization?

Thousands of dollars in more revenue?

Millions of dollars?

A big pat on the back?

Recognition by your peers?

So, when you are considering a **motivational sales speaker**, take a deep, hard look at how you and your business will really benefit. If you look at the numbers, you will see that a session with a **motivational sales speaker** like Chip Eichelberger is really a bargain.

For many businesses, the value that Chip brings is worth \$100,000 or more. Chip has inspired, motivated and energized businesses and their personnel into making millions of dollars more every month—with a newly charged sales force.

Even for a small business, a \$50,000 investment would be returned in a year's time with a newly energized sales force that Chip motivates into action...

Fortunately, Chip doesn't charge \$100,000 or even \$50,000!

His rates will surely fit into your budget. And when you book Chip as the opening and closing speaker, you can be sure that you are getting a tremendous value for your money.

Call Chip now for more information on how he can make your next event an event that participants will be raving about for years and years.

"We thought last year's speaker was good, but you blew them off the stage!"— Gateway Mortgage

Chip's calendar fills up for key meeting dates, and he travels 125 days a year, so be sure to get on his calendar right away. (*scarcity*)

There isn't anyone else that approaches **motivational sales speaking** like Chip Eichelberger...

Chip isn't just the best at what he does; he's the only one who does what he does.

Don't have another failing year... week... or month. Make a change today! Make the change you deserve right now.

"I should've invested in that stock years ago... Ugh!"

...said every Wall Street investor.

Don't be that guy. Don't have regrets. Don't wait to make a change that can mean thousands or even millions of dollars to your organization.

Call Chip now at: **1-865-300-2742**... or fill out the form below to get Chip to call you back directly.

During your call, Chip will explore the obstacles you and your organization are facing. He will come up with a game plan on how you can get unstuck and start breaking barriers.

While Chip gets a lot of business from referrals, some of his most satisfied customers are those who called him right after visiting this website.

"Chip was incredibly easy to work with, the information and tools on his website made planning the event very easy and he delivered what he promised."— Neighbors Federal Credit Union

FREE BONUS: When you call directly to talk with Chip, he will send you his book, *The Smart Guide to Accomplishing Your Goals* absolutely free! (*reciprocity*)

But don't wait...

There are countless quotes by prominent and wealthy people who warn us about doing the same thing day after day (and year after year) and expecting different results. And they're right. It is time to do something different today...otherwise, you can expect the same results you've been getting.

It's time to be challenged and break all barriers... real and imagined.

You've come this far, why not easily find out for yourself if Chip is the right motivational sales speaker for your next event (*commitment and consistency*).

Call now at **1-865-300-2742** to speak with Chip directly.

Any good insurance policy is there to protect you, so think of having Chip at your next event as a protection against having another boring, stale presentation that does NOT get people fired up and ready to make drastic and meaningful changes.

Get Switched ON and Plugged Back In!