POOPULAR SPEAKING TOPICS

Stop Selling & Start Leading®
Only 19% of buyers consider time with sellers to be valuable. That's why buyers won't engage earlier and fail to recognize what your sellers bring to the table.

It doesn't have to be that way. Research with buyers reveals how sellers can differentiate themselves, create value, deliver a high-impact customer experience, and close more sales.

The surprising findings are sweeping the globe and revolutionizing sales. Join the movement to Stop Selling & Start Leading® with this high-energy, audience-participation, uplifting presentation that puts the swagger back into sellers everywhere.

Enough with Sales Enablement. What You Really Need Is Sales Ennoblement.
Pipeline clogs... Retention issues... Low productivity... Lackluster sales results... Customer churn.

It can feel like pushing boulders uphill when you're trying to meet budget but have to deal with challenges like these. You've invested in great tools, have a killer tech stack, and your product is exactly what buyers need. So why aren't sales shaping up?

Field observation, research and coaching with sellers explains it all. Find out how you can make simple shifts that will ignite your sales team and solve performance issues overnight.

DISCOVER Questions® for Real Connections ...and more!

SOMETHING SPECIAL FOR YOUR AUDIENCE

"Across 50+ presentations, Deb's session attained the highest rating in terms of content value and immediate applicability to business problems attendees are facing today... She is an excellent, engaging speaker, true thought leader and visionary and Apttus is honored to have had her contribute to our event."

- Alex Cohen, Director of Corporate Communications, Apttus

"It truly takes a special speaker to engage an audience through great content, but it takes an extraordinary speaker to combine that level of audience awareness with flawless eye contact and non-verbal cues... that's the caliber of speaker you get with Deb Calvert."

- Michael Lemon, Center for Public Partnerships & Research

"I would highly recommend Deb Calvert for any speaking or training engagement, for audiences large or small. Deb has a particular talent for being able to communicate technical or complicated subjects in an easy to understand and clear manner for all."

- Patty Silveira, Category Manager, Driscoll's

Author of one of the "Top 20 Most Highly-Rated Sales Books of All Time", Deb is an inspiring sales speaker and storyteller. Your audience will be engaged by her stories and motivated by her practical prescription for taking a second look at the way things are done.

Deb's approach to speaking is personalized for each audience. Your session will be relatable, thought-provoking and drive immediate change. Deb is guaranteed to make 'em think, make 'em laugh and make 'em come back for more!

★★★★★

CONSISTENTLY APPEARS ON LISTS NAMING THE TOP GLOBAL SALES INFLUENCERS

NAMED ONE OF THE 65 MOST INFLUENTIAL WOMEN IN BUSINESS BY TENFOLD

DEB CALVERT
AUTHOR - SPEAKER - COACH - TRAINER
FIELD RESEARCH WITH BUYERS & SELLERS

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