



WILL KLOEFKORN

Coaching &
Leadership Expert

Renowned
Keynote Speaker

VP Sales,
EcSell Institute

Will Kloefkorn passionately believes that the single greatest resource you can provide your employees is a great coach.

Will is the VP of Sales at the EcSell Institute, a research based organization that works with leaders in sales departments to help them understand, elevate and measure their impact on team performance.

Will has been in the sales industry his entire career and has served as a sales manager with the EcSell Institute team since the company's inception in 2008. He is responsible for leading the company's worldwide sales growth strategies and business development initiatives. Will's sales success has been integral in helping the EcSell Institute grow from a modest start-up into the thriving organization it is today.

Through EcSell's extensive research, it becomes clear that employees quit their manager, not their organization. Will is relentless about helping CEOs, SVPs, and others in the C- Suite understand that knowing their managers are the key to their growth, and that continued success isn't enough. Leaders must be able to educate managers, develop leaders, and measure the coach-to-employee relationship if they want to create meaningful change and consistently impact positive growth results.

By bringing a refreshing approach when presenting to senior leaders, Will challenges his audiences to think about their impact on the performance, lives, and general well-being of those on their teams. He articulates the emotional and psychological skill sets organizations must possess in order to learn something new, create a strategy, and turn that strategy into execution.

Outside of work, Will enjoys athletics, meditation, studying psychology and human performance, writing, and spending time with family. He resides in Lincoln, Nebraska with his wife, Amy, and children, Jackson & Maryn.

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LOGISTICS

Will's presentation length is flexible - it can range from 20 minutes to a multiple-hour workshop.

We are a collaborative team, so the presentation will be customized to your exact audience needs to achieve maximum engagement and lasting impact.

Ancillary activities such as Q&A, breakout sessions, etc, are negotiable.

YOUR MOST IMPORTANT RELATIONSHIP

OVERVIEW

Will Kloefkorn wears his emotion on his sleeve - and for good reason. He's learned that it's emotion, not logic, that has the most important impact on human behavior, relationships, and well-being both at home and in the work place. Through years of personal experience and learning, Will has come to understand that emotion is the root cause of so much anxiety, illness, physical pain, and stress that erode our day-to-day performance and happiness. But, it doesn't have to be this way. Will enlightens his audiences by capturing both their hearts and heads around the topic of emotions and relationships.

In this presentation, Will shares a special type of wisdom that can only be gained through life experience. He helps the audience realize that so many of life's most satisfying moments are a result of times that we once viewed as negative or challenging. Often, our path to growth at home, in business, in our passions, and most facets of life must go through periods of discomfort. It's the relationships in our lives and our corresponding emotions that allow us to growth through these challenging growth moments.

Audience participants always walk away from Will's talks with a slightly altered lens on life, a lens that has a lasting positive impact for many years to come.

ATTENDEES WILL LEARN:

- How relationships are intimately tied to happiness, health, and longevity
- Why one particular relationship is more vital than all others
- The impact emotion has on behavior, relationships, and well-being

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WHAT YOUR SALES PEOPLE AREN'T TELLING YOU IS COSTING YOU SALES

OVERVIEW

As a result of EcSell Institute's documentation and research of more than 100,000 coaching interactions in the workplace, Will Kloefkorn shares a unique and memorable message with sales organizations; a message that comes straight from the mouth of high-performing salespeople like those on your team (and those just like Will). Most everyone agrees that the best resources you can give a salesperson is a great manager that behaves like a high-performing coach, but very few can tell you what that actually means in execution.

In this presentation, Will shares critical insights from EcSell Institute's groundbreaking "Through The Eyes of the Team" coaching survey that have an impact on anyone in sales, especially those in a front-line leadership role. The only way to know if coaching is consistently occurring, or being done well, is to objectively measure coaching and leadership acumen among your leaders. The data that comes from this type of measurement is critical, yet missing, in most every sales organization. Will articulates a message that is the perfect blend of heart and head and will inspire the audience through both research and personal stories.

ATTENDEES WILL LEARN:

- The top 3 items you aren't hearing from your salespeople that are costing you sales
- Strategies for achieving a salesperson's "discretionary effort"
- Why salespeople are your ultimate client
- Why "nice" managers fail



TESTIMONIALS

"Whether Will is speaking to a group or interacting one-on-one, he uses a mix of humor, data and personal reflections to drive results. Most importantly, he challenges his audience to approach work and life differently. I would highly recommend Will for a keynote presentation or a small group motivational session with your team."

CHIEF CONSULTING OFFICER

"I have had the chance to see Will speak several times in front of a variety of audiences and he always impresses those in the crowd. Will has a story telling cadence to his approach that keeps people engaged, laughing and walking away with the type of impact that allows you to pull something new into your own leadership style."

PRESIDENT AND CEO

"Will Kloefkorn is the real deal! He is one of the most genuine people I've ever had the pleasure to work with. His listening skills are on par with some of the best coaches in the world which allows him to craft meaningful solutions that get results for his colleagues, his customers and partners."

MANAGING DIRECTOR, AUTHOR, PUBLIC SPEAKER



ABOUT

The best way wisdom is gained is through life experiences. My experience has taught me to believe in the future. In many of life's most amazing moments are a result of times that we once viewed as negative or challenging. Often our path to growth must go through discomfort.

Will & Emotion is a project designed to provide thoughtful information, ideas, and stories about happiness, the human condition, and current humanity. My objective is to help you understand that you are brilliant and that your life absolutely matters.

Often it is not easy to understand, let alone articulate, how we are feeling to others and ourselves. This website is my attempt to break the silence by sharing my emotions with both close friends and complete strangers while building myself accountable along the way.

My vision is to create an environment where people can find inspiration and come to understand that they do not need to change who they have become, but rather embrace who they truly are.

CONTACT

WILL & EMOTION

Check out Will's website that takes a deep dive into his expertise on our relationship with our emotions.

EXPLORE NOW



MONDAY MANAGEMENT MINUTES

Watch Will's monthly tips for leaders of high-performing teams.

WATCH NOW

CONNECT

To learn more about Will (and see photos of his adorable children), connect with him on social media!



@WillKloefkorn



/WillKloefkorn



@WKloefkorn



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