



Today, **Orvel Ray Wilson** shows sales teams How to Sell More at Higher Prices. He speaks to sales meetings, dealer meetings, trade shows, association conventions and small-business groups about unconventional sales and marketing tactics that build business. His programs draw standing ovations and rave reviews from audiences worldwide. He was recently voted one of the Top5 Sales and Marketing Speakers in America for 2010, and nominated a second time for 2011.

A full-time professional speaker since 1980, Orvel Ray has led more than a thousand large-audience seminars, custom training events and on-site workshops including "Guerrilla Selling," "Guerrilla Marketing," "Guerrilla Trade Show Selling," "Guerrilla TeleSelling," "Guerrilla Negotiating," "Guerrilla Retailing," "Customer Service Excellence," "Guerrilla Presentation Skills" and "Managing Multiple Demands."

He taught Management Development Programs for the University of Colorado and the University of Denver, and created innovative business courses for Harbridge House, the University of Toledo, the Spring Institute for International Studies, and Australia's Canberra College of Advanced Education. He even pioneered workshops on capitalism for the Tyumen School of Management in the Russian Republic. He has been a guest lecturer for the Norman Newman Center for Entrepreneurship at Dalhousie University.

In 1986 he became one of CareerTrack's top touring speakers, leading full-day sales and management seminars all over the US and Europe.

His first book, *Guerrilla Selling*, published in 1991, became a best-selling classic, and made his name as an innovator in sales and marketing. As Senior Partner in The Guerrilla Group, his team built a multi-million dollar semin...

Orvel Ray Wilson

Speech Topics

- ☐ Sales
- ☐ Peak Performance
- ☐ Negotiating
- ☐ Motivation
- ☐ Marketing
- ☐ Management



Testimonials

"In the ten years I've been Executive Director of the Texas Pest Control Association, I've never seen them give a speaker a standing ovation, until you spoke to our group last night."

- Texas Pest Control.

"Wow...hang on....the impact and results-based power of Orvel Ray's presentations are memorable moments that challenge and change people with concrete skills!"

- Naomi Rhode.