



**Hal Becker** is a nationally known expert on Sales, Customer Service, and Negotiating. He conducts seminars or consults to more than 140 organizations a year. His client list includes IBM, Disney, New York Life, United Airlines, Verizon, Terminix, AT&T, Pearle Vision, Cintas, and hundreds of other companies and associations.

At the age of 22, he became the #1 salesperson among a national sales force of 11,000, for the Xerox Corporation. Six years later in 1983, he survived terminal cancer only months after launching Direct Opinions, one of America's first customer service telephone survey marketing firms that facilitates more than two million calls per year with offices throughout the U.S.A. and Canada. In 1990, Hal sold Direct Opinions to devote time for consulting and presenting lectures around the world.

Hal is the author of "Can I have 5 Minutes Of Your Time?" which is now in its 21st printing and is used by many corporations as their "Sales Bible." He has also authored three other best sellers including "Lip Service," one of the nations foremost books on customer service, and "Get What You Want," a fun, upbeat and fresh approach to negotiating. Hal's latest book on sales is titled the "Ultimate Sales Book."

He has been featured in publications including The Wall Street Journal, Inc Magazine, Nations Business and hundreds of newspapers and Radio/TV stations around the world, and is currently syndicated in over 45 newspapers and magazines.

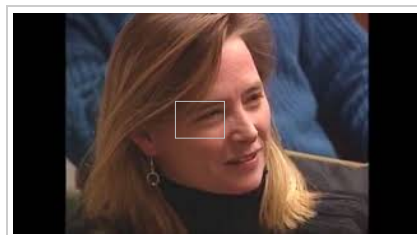
Hal has received the Toastmasters International Communication and Leadership Award. He is one of only eight people in the world to be given this honor. In 2010 Salesgurus.net voted Hal as one of the "World's top 30 Professional Sales Trainers".

Inc. Magazine has voted H...

## Hal Becker

### Speech Topics

- ☐ Sales
- ☐ Negotiating
- ☐ Management
- ☐ Customer Service
- ☐ Coaching
- ☐ Cancer



## Testimonials

"Hal has condensed a lifetime of sales success into a book that is fun to read and easy to digest. It is a no-nonsense, practical guide to driving up sales in any industry."

- Publisher and Founder, Selling Power Magazine .

"Hal's latest book is a MUST read! Every once in a while a book comes along with such common sense and easy to comprehend sales techniques. This is that book!"

- President, Cleveland Cavaliers .