



Marc Wayshak is the best-selling author of three books on sales and leadership, *Game Plan Selling*, *Breaking All Barriers*, and, his latest, *The High-Velocity Sales Organization*. Out of frustration from a lack of any real data-driven or science-based sales approaches in the marketplace, Marc developed the Game Plan Selling System, which utilizes the best available data and science to help organizations close more sales.

He is a regular online contributor for *Inc*, *Fast Company*, *Forbes*, *Entrepreneur Magazine*, *Huffington Post Business* and *salesforce.com Blog*, and he holds an MBA from the University of Oxford and a BA from Harvard University.

While studying for his undergraduate degree in social sciences at Harvard, Marc suddenly lost all his college savings in a stock market crash. Compelled to have to help pay for college, Marc started a small marketing company. Little did he know, he was about to embark on a journey filled with challenges. He would soon learn just how hard it was to have to sell in order to survive.

During that time, Marc made tens of thousands of cold calls per year, spoke to sell, asked for introductions and did everything else necessary to make sales. The social scientist in him was shocked by how little data and science was incorporated in the commonly use selling approaches.

Thus began a journey of searching for the real data and science behind selling. As he went along, he began to learn what worked and what didn't. He also found some powerful mentors who taught him to use the data to look at sales from a completely different angle. Studying under these mentors, Marc experimented with the very sales techniques that now make up the Game Plan Selling System™.

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Marc Wayshak

Speech Topics

- Teambuilding
- Sales
- Personal Growth
- Peak Performance
- Motivation
- Management

