



Organizations call on keynote speaker, Ian Altman to inspire audiences with a modern approach to grow business with integrity.

As a CEO for two decades, Altman founded and grew his own business-services and technology companies from zero to over \$1 billion in value. This business success, backed by years of researching how customers make decisions, established Ian as a leading authority on accelerating business growth.

B2B organizations around the world have achieved remarkable, measurable business growth with Altman's integrity based approach from his bestselling book, Same Side Selling.

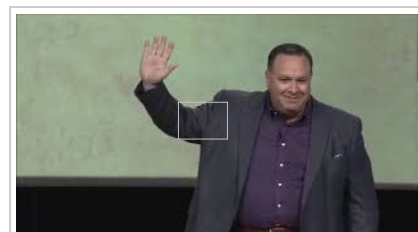
Through his energetic, humorous, and interactive talks, Ian engages executives, subject matter experts, marketing and sales professionals alike. He shares proven methods to help modernize sales and marketing to align with today's customers. Whether speaking to an audience of hundreds, thousands, or a small group of executives, Altman's message still resonates.

As a business growth, expert and bestselling author audiences are drawn to Altman's popular weekly podcast, Same Side Selling, available on iTunes. Hundreds of Altman's articles on business and leadership can be found on Inc. and Forbes.

Ian Altman

Speech Topics

- ▢ Sales
- ▢ Marketing
- ▢ Customer Experience
- ▢ Business Strategy
- ▢ Business Performance



Testimonials

▢ Ian combined entertainment with education and inspiration. His Same Side Selling session gave our audience actionable messages they could apply to their businesses right away. Ian was approachable, and keep everyone fully engaged while delivering real-world strategies and tactics to help drive growth for the participating companies. We measure the impact by how long the attendees talk about the session, and months later, Ian's session is still a topic of conversation with attendees ranging from sales professionals through the C-Suite. ▢

- Professional Systems Network International.

▢ To say Ian's expertise has benefited our business would be a huge understatement. Our company has more than doubled in size by following the Same Side Selling Method. After seeing Ian speak in Newcastle, UK, I immediately read his book, Same Side Selling, which has completely transformed how we approach business development. We now always look for the right fit, not just the sale. Aside from helping us win better quality business, Ian's insights (especially from his weekly podcast) help us retain clients, sell based on value vs. price, and can better demonstrate the impact of our creative work for our clients even more. I am a massive fan. RAMARKETING RAMAN SEHGAL Founder
Outstanding content and value. Ian presents a whole different mindset for selling. In several weeks it already is making a difference with me and with our company. I anticipate that we will look back at Ian's training as a hallmark moment in the history of our company, when throughout many levels in our company we really learned to sell! CWS CAPITAL PARTNERS MICHAEL ENGELS
Chief Investment Officer/Partner Our team found Ian to be engaging and thought provoking. His message about value selling resonates and can be implemented with relative ease across our supply chain. FISHER HEALTHCARE - THERMOFISHER

SCIENTIFIC MARK ZACUR Vice President and General Manager Ian combined entertainment with education and inspiration. His Same Side Selling session gave our audience actionable messages they could apply to their businesses right away. Ian was approachable, and keep everyone fully engaged while delivering real-world strategies and tactics to help drive growth for the participating companies. We measure the impact by how long the attendees talk about the session, and months later, Ian's session is still a topic of conversation with with attendees ranging from sales professionals through the C-Suite. □

- Chief Investment Officer, CWS Capital Partners.
