



Anthony Parinello is an award-winning salesman and an expert on selling to top decision-makers. Anthony Parinello has helped millions of sales people achieve success. Tony Parinello started a revolution. He created his own brand of sales training called Selling to VITO™, the Very Important Top Officer. Since that time, Tony has become the nation's foremost expert on executive-level selling. Through Tony's speaking engagements and one-on-one coaching program, professionals from around the country have benefited from Tony's insights and street-smart instincts. With his innovative ideas and proven tactics, he's shown them how to set and exceed their sales goals.

Although Tony will say he's still working at achieving success, more than one million people who've attended his sales seminars will say he's already there. After one energizing, career-changing day with Tony, they come away with more than just a charged-up attitude. They learn real-world tactics to break through barriers, increase company revenue and earn more personal income. Along with a plan of action, they get the unshakable confidence that they can do it.

Tony gains the respect of his audiences because, he's walked his talk as an award-winning salesperson, racking up millions of dollars in revenue. Now, through his keynotes, he's helped companies increase stock prices from \$4 to more than \$40 per share, shorten sales cycles by as much as 87 percent and boost entry-point order size by 54 percent. With his unique mentoring, he turned a 31-person sales group into a team of tigers who sold \$18 million in new business in just 7 months. More than a motivational speaker, he's a mentor who continues to offer encouragement and solutions through his one-of-a-kind coaching pr...

Anthony Parinello

Speech Topics

- ☐ Sales
- ☐ Personal Growth
- ☐ Peak Performance
- ☐ Motivation
- ☐ Attitude



Testimonials

☐ "With Tony's help we skyrocketed from 62% to 110% of YTD quota in less than 90 days...we have \$1,000,000 of new business in the pipeline and a \$240,000 deal pending. So far our ROI is over 6,000%!" ☐

- ADP.

☐ We will continue to use his services and we are appreciative of his hard work, professionalism and immediate response to all requests. ☐

- Frisco ISD.