



# Mike Frank, CSP & CPAE

*An experienced businessman and versatile speaker, this pro has earned unparalleled respect among his peers and clients alike*

## A Few Satisfied Clients:



Mike Frank worked his way up from salesman, to manager, to district manager, to regional manager, to national sales manager, to vice president of sales of an international sales corporation . . . within 4 years and before the age of 26. Today he is a successful business owner and a popular speaker. In fact this trainer and speechmaker has a list of accomplishments, awards and honors that make him a real "lion" in the speaking industry.

Mike has made thousands of 'cold call' field sales presentations and field-trained over a 100 sales reps. He has been featured in many corporate in-house videotape training programs and has spoken to over 3,000 audiences across the U.S., Canada, Australia, Malaysia, the Bahamas, Phillipines, and Mexico.

Since Mike's whole background is in the field of sales, business and management, he relishes those speaking opportunities that enable him to work with salespeople, (retail or outside), business executives or entrepreneurs. This multi-faced speaker gladly customizes each program delivered from his extensive repertoire of topics:

- ◆ Sales
- ◆ Customer Service
- ◆ Leadership
- ◆ Change Management
- ◆ Time Management
- ◆ Entrepreneurship
- ◆ Teamwork
- ◆ Communications & Presentation Skills

In 1990, Mike became the first and only speaker to receive *both* of the highest honors awarded by the National Speakers Association. The Cavett Award is the most cherished honor in the industry. His CPAE Speaker Hall of Fame Award (Council of Peers Award for Excellence) was presented by the renown Norman Vincent Peale. And in 2004, Mike was a recipient of the 'Legend of the Speaking Profession' award (held by fewer than 50 speakers).

But Mike's greatest accolades are from the audiences to which he speaks and the meetings planners who bring him back for repeat engagements because he really delivered. The following is small sample of the testimonials he receives every year:

"Mike was outstanding. He hit all the points we asked him to. We recommend him to any sales audience."  
— Mike Calicchio, *Plastics Color Corporation*

"Our people really enjoyed Mike. He was entertaining, participative, and practical. We look forward to having him back."  
— Pat Clemens, *Blue Cross/Blue Shield of Michigan*

"Mike, both your 'keynote' and 'breakout session' were excellent and received high marks. They really seemed to appreciate your knowledge of the audience and ability to communicate that to them."  
— Brad Ross, *Ohio Federation of Soil & Water Conservation Districts*

"You received a unanimous rating of excellence. You certainly made an impact on our sales people and were an asset to the success of our conference."  
— Douglas Hermanson, *Computer Network Technology*



## ESPARZA SPEAKERS

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