



Tom Black

You can't just dream big ... you must think big and plan big—find your turning point with the Boxcar Millionaire

Testimonials

"Your comments and advice have re-aligned me and put me back on track ... you provide real steps of action, not just platitudes. I would recommend you to any individual or business interested in improving their business."

—Lynette Rutledge, VP of Sales & Marketing, Travelers Service International

"Amazing ... some of my team is new to sales and some of us have been selling for years. Regardless of where we are in our careers, what Tom has to say is right on the money!"

—Kitty Barrow, Executive Director, BeautiControl

"I couldn't be happier with the outcomes of your presentations—enthusiastic, motivated individuals who are likely to apply the skills you presented because of the effort you made to understand the work they do, their customers, and the skills needed to be successful in our unique business."

—Toby Cannon, Director of Training & Development, BMI

"Tom Black has changed the way we think about our sales team. Our sales are up 15% in just 5 months!"

—Mark Filaroski, President, CompNation

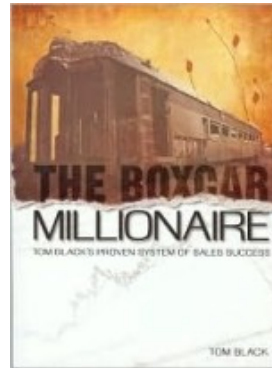
"One of the most useful business development sessions I've attended ... thanks for such a high quality training event."

—Hope Cooper, Marketing Director, Alexander Thompson Arnold PLLC

"You rock! ... you hit the nail on the head with your inspiring words."

—Ben Wolf, VP, Member Services, Nashville Area Chamber of Commerce

Tom Black is a wildly successful salesman, accomplished entrepreneur, and acclaimed sales trainer, but perhaps the best description of Tom Black is that he exemplifies the American Dream—his rags to riches story will amaze and inspire you.



Starting life in a railway boxcar, Tom grew up in extreme poverty and worked his way up the free enterprise ladder. Today he is recognized as the greatest sales trainer in the country and a businessman who founded, purchased, sold, and took public a number of companies. He is the world-famous owner of the great wine collection in the United, and the author of the educational, practical, and inspiration book, *The Boxcar Millionaire*, which outlines his proven system of sales success.

Today, Tom dedicates his time to teaching others everything he has learned through business-strategy coaching in his signature no-nonsense manner that engages every audience that addresses. He is passionate about sharing his secrets to success, bringing hands-on sales tools to business owners and their employees. Tom says, "... success is not something you own, it's something you rent. And when you stop paying the rent on success you immediately start paying the rent on failure."

A lifelong passion for selling is the foundation of each and every presentation delivered by Tom. From assessing people and processes, coaching sales teams and executives, helping to develop competitive strategies, and providing insights and guidance to entrepreneurs, Tom has the solutions that will result in sales and success. Tom's presentations are just what you need if your program objective is to:

- ◆ help novices launch their career with a proven system of selling
- ◆ ensure that experienced sales professionals are given the tools necessary to perfect their craft and increase their income
- ◆ arm new sales managers with proven procedures to recruit, train, and manage their teams to achieve greater success
- ◆ guide entrepreneurs in ways to build sustainable businesses with an eye on the bottom-line

Despite a contagious hope and spirit that is vested in his story, the real benefit of Tom's message is that individuals are taken beyond dreams, ambition, or even promises. Tom moves people to reach beyond their current circumstances and create a new reality—his insights and wisdom will transform careers, and lives.



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