

# Clint Pulver – Topics

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## “MENTORSHIP VS MANAGEMENT”

*How Extraordinary Leaders Inspire, Retain, and Engage All Employees*

Today -- employees are looking for leadership that supports, encourages, and gives them the tools they need to grow, adapt, give back – and create real impact. In this unforgettable customized presentation designed to inspire corporate leadership and managers, Clint expertly demonstrates the ground-breaking WHY of mentorship over old school management techniques and HOW every employee is just one caring person away from a phenomenal success story.

As a Corporate Keynote Speaker and employee retention expert, Clint offers the insider leadership secrets for elevating team and individual engagement, cultivating creative and collaborative environments, and inspiring both themselves and those that they lead. He also shares the life-changing story of Mr. Jensen, who, with one small and simple gift, brought purpose, empowerment, and perspective to a young life – and how each of us has the chance to do the same.

### LEARNING OBJECTIVES

In this powerfully moving session, audience members will be able to:

- Adapt to a rapidly changing workforce
- Communicate effectively with a multi-generation team
- Create a culture that cultivates, celebrates, and encourages diversity
- Understand the four keys to mentorship within the role of leadership
- Develop a greater understanding of their purpose as a leader and mentor
- Create a method of accountability for themselves and those they lead
- Adopt implementation strategies of how to create cultural change

## “THE UNFORGETTABLE SALES PROFESSIONAL”

*How extraordinary sales professionals create loyalty, profitability and influence that lasts*

In today’s totally disrupted marketplace, having a great product is only a small piece of the process that your company needs to create brand loyalty, a growing profit, and a competitive advantage. Now more than ever, customers are asking and looking for more from the businesses they love, trust, and buy from...they are looking for a connection.

Your sales group will experience first-hand how to create moments of significance in the sales process, build stronger and more meaningful relationships, and understand how to become a powerful advocate for the buyer and the company they represent. This presentation reaffirms and validates that no significant sale ever happens without significant connection.

## LEARNING OBJECTIVES

As a result of this program, attendees will:

- Listen with more intent and uncover the needs of customers
- Mentor clients through the sales process rather than dragging them through the sales cycle
- Generate positive referrals, ratings and recommendations
- Cultivate stronger authentic relationships with clients
- Communicate stronger value in the product they sell
- Learn to love what they do in an entirely new ways

Ready to transform your next sales-training session or conference?

Hire award-winning speaker Clint Pulver to share how simple shifts in mindset and skills can help your sales team to become top producing sales professionals, and happier people as well.

## "UNITED WE STAND"

*How Trust and Unity Create Transformational Change*

In today's volatile economy, organizations are finding it more difficult to adapt to expanding costs, shrinking margins, increased competition, and regulation. Teamwork, accountability, and purpose have greatly diminished, leaving employees fearful and paralyzed to step outside of their comfort zones. The result? Decreased revenues, morale, and performance. Motivational Speaker and Retention Expert Clint Pulver offers your organization the ultimate keynote experience that unifies, inspires, and rallies your sales staff, leadership teams, and front-line employees to create a renewed and lasting movement within your organization.

Utilizing his experience as a professional drummer for more than two decades, Clint helps orchestrate your team to success through the power of music by creating a high-energy, interactive, hands-on drumming experience that allows your audience to achieve unity and a renewed sense of loyalty and trust.

## LEARNING OBJECTIVES

In this profoundly moving session, audience members will be able to:

- Understand the four keys to creating a lasting *movement* in their job
- Develop strategies that create a culture of trust and unity
- Understand the power of collaboration between coworkers and management
- Create an attitude of contribution and a more positive workplace culture
- Understand the power of collaboration between coworkers and management
- Overcome obstacles to break through performance limitations
- Walk away with a renewed sense of safety, trust, and commitment