



CAPITOL CITY SPEAKERS BUREAU

We help you thrill your audience!



Charles Brennan, Jr.

Travels from: Pennsylvania

Fee Range: \$10,001 - \$15,000

Identified as one of the best trainers in the country and author of AMA's best-selling book, *Sales Questions that Close the Sale*, and the award-winning book, *Proactive Customer Service*, Charlie Brennan brings a unique blend of innovative skills and real world application to his presentations.

His techniques have been featured in many leading publications and called a breakthrough approach in sales and management development. He is a veteran of over 1600 presentations. His concepts are the primary training format for many Fortune 500 to mid-sized companies. His knowledge of adult learning enables him to conduct interactive, challenging and memorable presentations.

Charlie's experience on the platform, as well as in the field, has enabled him to connect with his audience. As president of his own firm, he has been a provider of advanced sales and management programs since 1984. Humorous, engaging and loaded with content, his concepts have helped over 1.5 million professionals from the pharmaceutical, medical, accounting, technology, banking/finance, insurance, healthcare and manufacturing industries.

No matter what the audience size, Charlie's presentations will speak to your professionals about their day-to-day challenges. Based on extensive and ongoing research, he is able to customize every presentation and provide innovative and advanced concepts to resolve their issues. His sessions are interactive and enjoyable to attend. Many who leave his programs say it will impact their performance immediately. Charlie will challenge the most experienced professional as well as provide a map for a professional just entering into the world of sales and management to achieve success.

Most Requested Programs...

- The Right Question
- Listening to Understand
- Advanced Closing
- Resolving Objections