



# CAPITOL CITY SPEAKERS BUREAU

*We help you thrill your audience!*

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## Don Hutson

*Travels from:* Tennessee

*Fee Range:* \$15,001 - \$20,000

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For more than 30 years, Don Hutson has been in the business of making people believe they can do better and giving them the skills to do it. He energizes audiences into action and is known for delivering real solutions for business professionals.

Audiences are captivated and entertained by Don's personal anecdotes used to drive home the business solutions he offers in his presentations. Participants leave each of his presentations on-track and focused, with new skills, attitudes and ideas that work at the "street level." Don's books, tapes and other resources are brimming with usable, take-home, everyday advice and skills for success.

While he has earned a reputation as a motivator, Don Hutson provides more than a "cheerleading" session. He empowers audience members with skills and cutting edge strategies needed to succeed in today's business environment.

Don successfully worked his way through the University of Memphis, graduating with a degree in sales. After becoming the #1 salesperson in a national training organization, he established his own training firm and shortly thereafter was in demand as a professional speaker. Today Don's client list includes over two-thirds of the Fortune 500 Companies, and he is featured in over 100 training films. Don is the author of nine books including *The Sale*, *The Contented Achiever* and his latest, *The New York Times* bestseller, *The One Minute Entrepreneur* (with Ken Blanchard). Don is also regularly featured on both PBS and TSTN. His clients include FedEx, International Paper, Sara Lee, IBM, Sherwin-Williams, Bell South, Target Stores, Hewlett-Packard, Oracle, Bank of America, Prudential, GTE, Blue Cross/Blue Shield, Sony, Cellular One and hundreds of trade associations.

Don's careers in speaking, management and sales have brought him many honors. He is a member of the prestigious Speakers Roundtable. He was elected by his peers to the presidency of the National Speakers Association, and has received its coveted "Cavett Award," as member of the year. He has also been inducted into NSA's Speakers Hall of Fame, SMEI's International Speaker Hall of Fame and has received the St. Jude Hospital Humanitarian Award.

### *Most Requested Programs...*

- The One Minute Entrepreneur
- The High Performance Selling Edge
- Twenty-first Century Leadership
- The Art of Selling Different People Differently
- Motivation to the Max!
- Keeping Customers Happy for LIFE!

