



THE SALES HUNTER MINDSET

Prospecting with integrity. Closing with confidence.

Sales is about helping others see and achieve what they didn't think was possible.

Mark Hunter is passionate about empowering companies, sales teams, and professionals to transform their sales approach from transactional to trust-based. Through his proven strategies and engaging delivery, Mark prepares your team to meet today's sales challenges with confidence and integrity.

Sales today requires more than traditional techniques—it demands a customer-focused approach that builds trust, delivers value, and turns prospects into loyal clients. The biggest challenges facing sales teams aren't about closing deals but about creating genuine connections that drive long-term success.

SIGNATURE KEY NOTES

○ **A Mind For Sales**

*This keynote is based on Mark's newest book, **A Mind for Sales: Daily Habits and Practical Strategies for Sales Success**. You are your best asset and you too can achieve a higher degree of success in sales regardless of where you are at today.*

○ **HIGH-PROFIT PROSPECTING: DRIVING BREAKTHROUGH RESULTS**

*Based on Mark's best-selling book, **High-Profit Prospecting – Powerful Strategies to Find the Best Leads and Drive Breakthrough Sales Results**. Mark's keynote presentation helps salespeople find and retain high-profit prospects.*

○ **SALES IS LEADERSHIP: LEADERSHIP IS SALES**

This program is based on the belief that the salesperson who acts like a leader will indeed be seen as a leader, and will ultimately develop better customers. Developing and maintaining this leadership mentality will produce higher levels of productivity and performance from their clients, partners, and teams to positively impact the bottom line.

TESTIMONIALS

“ Mark’s insights, passion, enthusiasm and stage presence make him a truly great speaker. ”

- *Tim Clarke, Senior Director at Salesforce*

“ Keep on rockin’ in the sales world! You are a true pro. Your keynote was the best session, dead-on, and inspiring. I’m appreciative of your passion for our space and continued education. It was great meeting and working personally with you. I will be following! ”

- *Jason Schlenker, Executive Vice President, Inktel*

“ Mark delivers pearls of wisdom that will knock your socks off! ”

- *Darryl Prail, CRO VanillaSoft*

“ Mark’s strategies are innovative, practical, and tailored to address our unique business challenges with specific selling examples. His training was highly relevant to both senior and junior sales staff, reinforcing essential sales techniques. ”

- *Danielle Pakradooni, Blue Man Group*

