

# Nathan Jamail

## Best Selling Author and Expert on Sales & Leadership

Please contact a GDA agent for information.

### Topics

- Leadership
- Management
- Motivation
- Sales

### About Nathan Jamail

For more than two decades Nathan Jamail has either been setting sales records, or training others on how to do so. Previously Nathan set record results in sales by producing top performing sales teams in capacities such as business sales, direct consumer sales, indirect sales, distribution and marketing for several Fortune 100 companies. Also named a top Executive Sales Director for a Fortune 500 company where he received numerous National Sales Excellence awards and was named Executive Coach Leader.

Currently, as President of Jamail Development Group, and owner of several small businesses, Nathan trains, coaches, and mentors sales professionals and leaders in many industries. Nathan is also the author of The Playbook Series, starting with a number one business-selling book, **"The Sales Leaders Playbook"**, a book that teaches the important principals of building a successful sales team, as well as , **"The Sales Professionals Playbook"** and **"The Sales Leaders Gameplan"**. His latest book **"The Leadership Playbook"**, released with Penguin books, is ideal for all leaders in any capacity- teaching successful coaching principals. All books are available at your local Barnes & Noble, Amazon and other fine retailers. Nathan's passion, energy and leadership have become the center of his success, and for those around him. He is known as an invincible sales leader, with the ability to take the lowest producing areas of the country and build exemplary business teams. His coaching and programs implement strong positive belief systems and creates winning environments within organizations cultivating the highest levels of success. Nathan has been featured and interviewed by Fox Television and various other publications regarding his leadership style and the success that he has created himself and helped others to create.

As a practitioner and coach of sales and leadership Nathan understands that a professional sales person or leader cannot be successful on a positive mental attitude alone. He teaches and more importantly believes that it takes a great balance of attitude, belief, skill, coaching and practice to maximize one's skills and attributes for success. With his first hand experience, clients and organizations are able to identify challenges, maximize employee strengths and increase productivity. His coaching and training programs have helped organizations increase their productivity up to and over 300%.

Often people attend trainings, meetings and motivational speaking engagements, but most of the time the message is lost because it did not connect, or did not provide true value. That is why more businesses are hiring Nathan Jamail as their motivational speaker and coach- his message connects, energizes and moves people to a new level of thinking, action and success.

### Select Keynotes

- **The Sales Professional Playbook: Creating Top Sales Teams**

The difference between an amateur and a professional in sports is that a professional gets paid to play and they practice to improve their skills and success. Nathan helps top sales teams take their sales to the next level by implementing the principles and tactics of his best selling book, The Sales Professional Playbook.

Relationship selling, consultive selling, transactional selling- no matter the sales process- Nathan helps clients close more sales, create more value, remove obstacles and increase overall success by implementing the Influential Selling Skills process.

\*Turning Relationships into Money-ships

\*Creating and Using Purposeful Questions

\*Getting Quality Referrals



\*Overcoming Objections

\*Selling Value

\*Creating Confidence

\*Practice for Profits

\*Closing Sales

- **Motivation and Culture (Something for Everyone)**

Creating a thriving culture is the goal of every organization, but achieved by very few. A thriving culture is the core of achieving great organization success! Every team member has a part in desiring & creating a Thriving Culture. Our choices, mindset, attitude, belief and accountability are all key aspects of creating a thriving culture. Nathan shares the power in employees choosing to be a part of something special by Serving Up and Coaching Down while also believing in ourselves and our leaders! Success is a choice- make the choice to believe and BE successful.

\*Creating Committed Employees

\*Cultivating a Positive Attitude Mindset

\*Belief in Self, Team, Organization

\*Accountability

\* Practice & Discipline

\* Conviction

\*A Thriving Culture

- **Leadership: Coaching Winning Teams**

The key to building a "Coaching Culture" is to turn great leaders into great coaches. Coaching is more than just feedback; it's about preparing people for success. Coaching is not 'hiring great people and letting them do their jobs', Coaching is about hiring great people and making them better. Want to learn how to mandate a positive attitude while remove limiting beliefs? That is coaching. Coaching contradicts many activities leaders do in managing today. Learn the secrets and activities that those top performing organizations are doing to be the best! As leaders we can manage our teams to mediocrity or Coach them to Excellence, the choice is ours!

\*Creating Committed Employees

\*Practice & Discipline

\*Remove Complacency

\*Improve Employee Skills

\*Difficult Conversations & Accountability

\*Increase Results Over 50%

\*Building the Bench

- **Successfully Selling Virtually**

Selling virtually in today's environment requires enhanced selling skills using virtual tools, it requires a new mindset and a belief system that encourages sales people to make the call and truly believe that their purpose is not a disruption in a prospect's day, rather it is a value they offer that they must share. Nathan will teach skills and belief systems the help overcome frustration, confusion, lack of focus or drive and create a solid virtual selling plan.

\*Developing a winning belief system

\* The Powerful Selling Mindset

\*Thriving Sales Culture

\* Practicing and Improving skills

\*Powerful prospecting

\*Ways to go beyond the virtual meetings to successful closings

- **Virtual Leadership: Successfully leading teams virtually**

Leading virtually is more difficult, yet more necessary- now more than ever, but unlike the past of managing remotely, we are also managing and leading in a world of chaos, isolation and disruption. As leaders we must overcome the limits of our distance and the disrupted 'mindset' in order to have the greatest impact possible. This is completely possible- but it requires some fine tuning, learning new skills and most importantly it requires leaders to think differently, engage differently and get out of their comfort zone of how they've led in the past. Nathan will teach skills and processes in order to keep employees motivated and engaged, create a coaching system to continue to grow and develop teams remotely, as well as a solid accountability system in order for teams to grow and succeed in a virtual format in any market, in any industry.

\*Aligning organizations from top to bottom

\* Empowered leaders and employees

\* Buy in & Belief & Leading through Change

\* Thriving culture

\*How to manage activity remotely

\*Effective Virtual Coaching

- **Employee Engagement**

In today's business, organizations have found it difficult to balance empathy for the employee, yet also hold employees accountable- all while encouraging growth and persistent effort. The question every organization is looking to answer is: how do we keep our employees engaged now and in the future? The answer requires a higher level of thought and a different level of effort. The key to achieving this goal is in the development and teaching of leaders and employees. Nathan has been working with thousands of leaders since the start of the 2020 pandemic on helping organizations and leaders improve and maximize employee engagement through his keynotes and trainings. These trainings help, not only with pandemic or chaotic impacts, but with overall engagement and performance issues due to any and all reasons.

\*Helping leaders help teams change and adapt

\* Learning to balance empathy with expectations

\* Improving overall morale of the team

\*Helping employees deal with numerous distractions and 'noise'

\*Creating a sense of team, or improving organizational culture

### Select Book Titles

- **2018:** Serve Up Coach Down
- **2014:** The Leadership Playbook
- **2011:** The Sales Professionals Playbook
- **2010:** The Sales Leaders Game Plan
- **2008:** The Sales Leaders Playbook

### Select Articles

- [Coaching your team to excellence](#)
- [Take Control of poor performers to strengthen your team](#)
- [How to achieve balance](#)
- [Most desired skills of the future](#)
- [What your customers really want](#)
- [Build a better sales force](#)
- [Boost sales now](#)
- [Play to win](#)
- [Keeping the motivation](#)
- [Attitude is key](#)

- [More articles on our website](#)

A press link to more articles on Nathan's site

## Select Testimonials

"Very powerful message in which we can utilize in business and personal life. Thank you, Thank you, Thank you for sharing your ideas to become a better leader. Nathan is very passionate, energetic and most of all REAL in his message. You are now my mentor in becoming a better leader and building a winning business team. I can't say enough how his message has changed my outlook in life!!!!"

– *Denise Saucedo ~ Verizon Wireless ~ Consumer Sales Leader*

"Enjoyed is an understatement. He was phenomenal I heard comments from seasoned folks that he is the best they have ever heard! He did such a great job of personalizing his presentation to our group. He took the time to learn our organization, our acronyms (and we have a ton), meet some of our people and incorporated that into his presentation. He even wrote lyrics to a little

– *Jeanne Osterlund~ National Sales Director~ US Healthworks*

"Nathan Jamail conducted a Sales Leadership training for 45 sales and engineering leaders. The Sales Leadership training would be better described as a highly interactive engagement with a continuous exchange of thought provoking ideas. Through entertaining and relevant dialogue, Nathan challenged the leaders to evaluate their leadership approach in terms of expectations, coaching/practice interactions, fostering a positive environment and continuously hiring and cultivating great talent. Nathan was able to maintain engagement and participation throughout the 6 hour session through high energy, fast paced dialogue and interactive exercises. The training was extremely valuable to the leadership team by creating a consistent set of leadership expectations, introducing common terms and increasing leadership collaboration."

– *Jeff Sharritts ~ Cisco~ Area Vice President*

In February 2014 we chose Nathan Jamail to be our key presenter at our Sales and Management Conference. Attendees included Corporate Management, Sales Management and Sales personnel. Nathan's presentation on how to be a Sales Professional was outstanding. As a matter of fact we were so pleased with what he delivered in February that we invited him back to talk to Sales Management only recently, to assist them in managing, coaching and holding our sales team accountable for their results. His second presentation was equal to if not better than the first. If you are looking for someone to assist you and your team be better sales professionals I would recommend you listen to what Nathan has to say.

– *Jerry M. Bauer ~ Chairman & CEO ~ Bauer Built, Inc.*

"After a full day listening to Nathan's approach to sales, I was truly invigorated. I left the meeting feeling I had much more control of my daily routine and outcomes from selling and leading a sales team. The positive influence was so compelling for me as a sales leader, I asked Nathan to come and share his approach with our sales team. After speaking with our sales team, I received only positive feedback from the morning we spent with Nathan. I'd highly recommend having Nathan speak with any sales force or group of sales leaders regardless of the current situation. Nathan's message is one that can be inspiring for both senior level sales and entry level sales people as well as sales leaders. The message is succinct and to the point and really leaves you with an upbeat and optimistic attitude, that is, we're living the dream every day!!"

– *Ken Smith~ Georgia Pacific~ President*

"Nathan understands sales! His delivery is direct, his process is simple and he is able to connect with everyone at their level. That along with being very dynamic, motivated my team to levels we have never seen. As a result, my team increased sales by 50% in the last quarter and we are on target to have our best growth year ever. Thanks Nathan, we look forward to working with you in the future".

– *Kevin Lehman~ Agency Field Executive~ State Farm Insurance Companies*

"I am so grateful to have had Nathan work with my team and I twice now. The benefits have shown themselves over and over again. Highly recommend bringing Nathan Jamail into your world."

