

# Simon Hazeldine

**Your Revenue Growth & Sales Performance Partner**  
**International Speaker • Bestselling Author**



# Simon Hazeldine

Simon Hazeldine is an in-demand keynote & conference speaker, bestselling author, and revenue growth & sales performance consultant.

He provides speeches, consultancy, training and coaching in person and remotely.

As an experienced international keynote and conference speaker Simon Hazeldine has spoken to tens of thousands of people in over thirty countries.

His client list includes some of the world's largest and most successful companies, as well as leading professional institutes. He has worked at several leading business schools including Ashridge Management College, Insead and London Business School.

Simon Hazeldine's goal is to help you to achieve your meeting or conference goals. Every speech is tailored to meet your specific needs.

In 2017 Simon was inducted into the Professional Speaking Hall of Fame joining a small group of speakers to have received the award.



# Keynote Speeches

Simon's #1 goal is to help you to achieve your meeting or conference goals. Every speech is tailored to meet your specific needs. Simon is professional and easy to work with.

Simon has been a keynote and conference speaker for over 20 years and has spoken to tens of thousands of people in over thirty countries around the world. You can feel confident that your conference or event stage is in safe hands!

Simon will give your people a wake-up call they will never forget! His speeches contain powerful and practical ideas that your people can take away and use. He will help them to achieve better results and deliver a step change in their performance. They will have an enjoyable, informative, and inspiring experience.

Are you tired of so called "motivational" speakers who spout out the same old, tired, and almost identical content? Too many speakers deliver rehashed second-hand stories and inaccurate content about what it takes to succeed. Simon Hazeldine is different. Simon tells it how it really is. Everything Simon speaks about is based on in-depth research and is tried and tested and proven.

He blends his 35 years of commercial experience with a deep understanding of the psychology of performance, the psychology of persuasion, and applied neuroscience.



# **Sales Leadership Training, Sales Management Training, Sales Training, Key Account Management Training, Negotiation Training**

Simon Hazeldine can help your sales teams to sell more, more often, with more margin by providing highly practical and effective training that delivers results.

Empowering You to Get More Sales, More Often with More Margin

As an experienced sales performance and sales training consultancy, Simon helps forward thinking sales leaders to transform the productivity and performance of their sales force.

Simon can help you with:

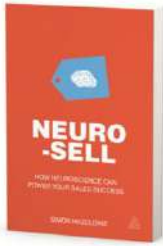
- Sales transformation
- Sales productivity
- Sales enablement
- Sales strategy
- Sales process and methodology
- Sales pipeline and forecast management
- Sales CRM adoption and usage
- Sales proposals, pitches and presentations
- Sales management process and skills
- Strategic selling
- Value propositions
- Value based selling
- Win / Loss review analysis
- Negotiation capability
- 1:1 sales leader / sales manager coaching

We can empower your sales teams to sell more, more often and make more margin by providing highly practical, effective sales and negotiation training, seminars and workshops in person or remotely.



# Multiple Bestselling Author

Simon is the bestselling author of ten books that have been endorsed by a host of business leaders including multi-billionaire business legend Michael Dell.



## Neuro-Sell: How Neuroscience Can Power Your Sales Success

*"This groundbreaking book provides powerful cutting edge insights that will give you an unfair advantage in selling situations."*

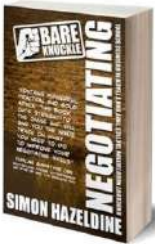
**Mike Green** Star of the TV show "The Secret Millionaire"



## Bare Knuckle Selling

*"Thank goodness this book is in your hands. Once you absorb the principles and methods in it, you'll have the skills integrated within you to do battle in the streets and make the cash register ring loud and clear. You won't actually be fighting anyone, of course. But you'll be winning in the game of life where the only thing that counts is the thing you want to most: the sale. Read this book. Become one with this book. Share it with co-workers (but not your competition). And then go out and profit. Expect miracles"*

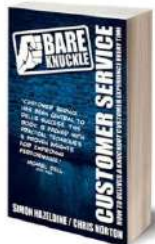
**Dr Joe Vitale** Author of way too many books to list here! Star of the hit movie "The Secret"



## Bare Knuckle Negotiating

*"Simon Hazeldine's 'Bare Knuckle Negotiating' contains powerful, practical and solid advice. This book cuts straight to the chase and gives you the inside track on what you need to do to improve your negotiating skills."*

**Duncan Bannatyne** OBE Former Dragon from BBC TV's "Dragon's Den"



## Bare Knuckle Customer Service With Chris Norton

*"Customer Service has been central to Dell's success - this book is packed with practical techniques and proven insights for improving performance"*

**Michael Dell** Founder and CEO Dell Computers



## The Inner Winner

*"This book is full of practical, proven techniques to help you get the very most out of yourself in every situation."*

**Brian Tracy** Author "The Psychology of Achievement"

### Other Titles Available

- How To Lead Your Sales Team - Virtually and in Person
- Virtual Selling Success
- How To Manage Your People's Performance
- How To Create Effective Employee Development Plans
- Virtual Negotiation Success

## Testimonials

*Simon Hazeldine is one of the most professional speakers I have had the privilege to work with. In addition to having an incredible ability to connect with, inspire and motivate an audience when on stage, he is truly professional off stage too. He is thoroughly planned and prepared, delivers on his promises and is easy to work with. In short – he makes a busy event manager's life much easier! After experiencing the "diva like" behaviour of some other speakers it makes a refreshing change to work with a true professional."*

### **Progressive Property**

*"You will be blown away by his motivational power!"*

### **Resorts Development Organisation**

*"Simon is one of the best speakers we've ever had. I would recommend Simon – if you get a chance, book him for your next event!"*

### **Web & Events**

*"His energy and dedication to his subject is unprecedented and his enthusiasm is infectious."*

### **Alliance Healthcare**

*"Relevant, inciteful and well delivered."*

### **Lenovo**

*"You really helped to lift us up to the NEXT LEVEL!"*

### **Olympus**

*"Truly inspirational!"*

### **Computacenter**

*"A really enjoyable day. I left feeling motivated and like I could take on the world. Simon was an excellent speaker and very inspiring!"*

### **AB-InBev**

*"Insightful, engaging and downright useful!"*

### **Cariad Marketing**

*"He effortlessly engaged the audience with his knowledge and punctuated the session with plenty of humorous anecdotal experiences – bringing the theory to life."*

### **APC Cardiovascular**

*"Simon spoke at our conference, and he blew the audience away with his power, his valuable content, his humour, and his motivational and professional style – he even upstaged Lord Alan Sugar! You need to book Simon if you want to get more out of your organisation or want to make more profit. He is thoroughly professional both on and off the stage and everyone in our conference crew likes working with him."*

### **Progressive Property**

*"Our company attended a seminar with Simon Hazeldine and all I can say is wow!"*

### **Ampilio**

*"What a great speaker! Having witnessed your prowess first hand to an audience of over 700 people your certainly made a powerful impact. From the moment you took the stage you hit the mark and within the first few minutes I knew a real treat was in store. You have an amazing skill set and I believe you are one of the best speakers around, combining humour, serious messages and dynamic content in a way that gives both individuals and companies food for thought."*

### **Insurance Desk Services**



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**[www.pgs-team.co.uk](http://www.pgs-team.co.uk)**