

MEDIA KIT

STEVE NUDELBERG

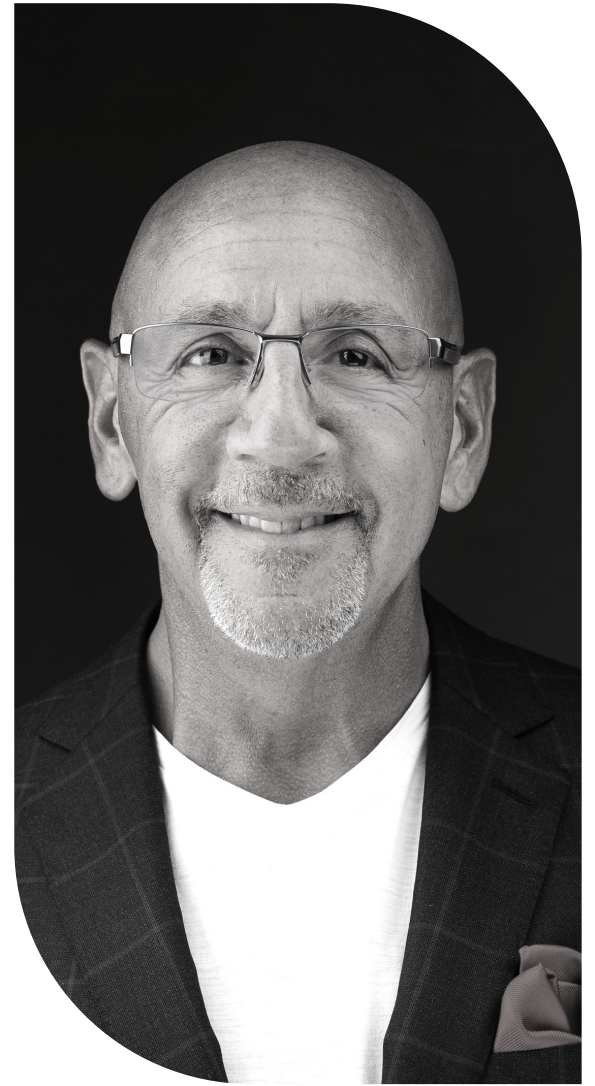


ABOUT

STEVE NUDELBERG IS AN AUTHOR, EXPERT SALES TRAINER, CONSULTANT, KEYNOTE SPEAKER, AND SERIAL ENTREPRENEUR. STEVE CREATED ON THE BALL – A COMPANY THAT INVESTS TIME AND TALENT IN EMERGING BUSINESSES AND CORPORATE TEAMS TO HELP THEM GROW.

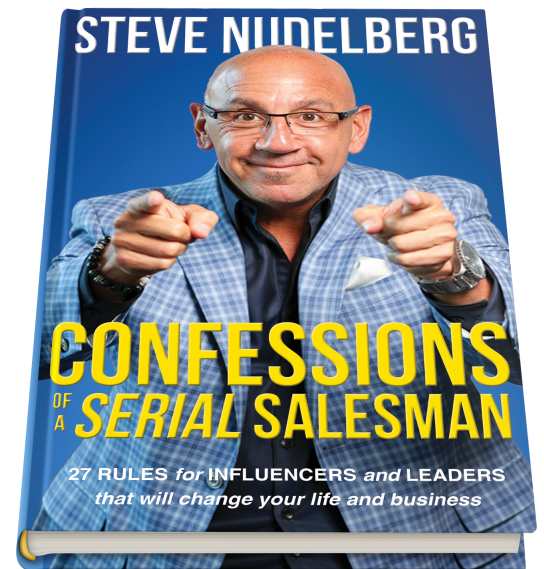
STEVE IS AN ENERGETIC POWERHOUSE WHO INFUSES ADRENALINE AND IDEAS TO IGNITE INDIVIDUALS AND TEAMS TO SHARPEN OVERALL PERFORMANCE

STEVE'S SPECIALTY WITHIN ORGANIZATIONS CENTERS ON CREATING DAILY SALES PROCESSES, SALES ACCELERATION AND DEVELOPMENT, SOCIAL SELLING, THE ART OF BUILDING RELATIONSHIPS, STORYTELLING, AND PIPELINE DEVELOPMENT.



STEVE
NUDELBERG

AUTHOR



“ THE REAL PART OF SUCCESS IS ALL THE TAKEAWAYS FROM THE PEOPLE I MEET. ”

STEVE'S 27 CORE LEADERSHIP RULES OF ENGAGEMENT WITHIN THIS BOOK, CONFESSIONS OF A SERIAL SALESMAN, HAVE BEEN DEVELOPED OVER DECADES OF CORPORATE AND ENTREPRENEURIAL LEADERSHIP ENDEAVORS.

THESE RULES AND/OR ACTIONS ARE CALLED THE RULES OF ENGAGEMENT, AND ARE STANDARD OPERATING PROCEDURES THAT HAVE BEEN CULTIVATED FROM OVER 40 YEARS OF SALES EXPERIENCE AND RELATIONSHIPS WITH TOP PERFORMERS ALL OVER THE WORLD.

IN MOST CASES, IT'S BECAUSE THEY APPLY MANY OF THESE BEST PRACTICES IN THEIR DAILY ROUTINE.

STEVE NUDELBERG DRIVES HOME THE RULES OF SELLING IN AN EASY TO READY WAY THAT EVERYONE CAN UNDERSTAND.

SPEAKER/ TRAINER



“ STEVE’S SEMINAR WAS BOTH MOTIVATIONAL AND INSPIRATIONAL. I FOUND HIS IDEAS TO BE PRACTICAL AND APPLICABLE TO MY DAY TO DAY ROUTINE. ”

HAVE YOU EVER WONDERED WHAT SEPARATES TOP-PERFORMING SALES PROFESSIONALS FROM THE REST OF THE PACK?

THE TOP SALES PROFESSIONALS KNOW THAT THE DIFFERENCE BETWEEN GOOD AND GREAT PERFORMANCE REQUIRES A SET OF DISCIPLINES AND BEST PRACTICES THAT WILL DRIVE YOU TO NEW LEVELS OF SUCCESS.

WHETHER IT IS A KEYNOTE SPEECH, A SALES BOOTCAMP, OR A CUSTOM TRAINING PROGRAM, WE HELP SALES PROFESSIONALS, LEADERS AND MANAGERS EXAMINE THEIR PROCESS AND THEN CREATE UNIQUE AND ACTIONABLE ITEMS BASED ON THEIR SPECIFIC CULTURE AND ENVIRONMENT, TO GROW SALES!

MASSIVE ACTION = MASSIVE RESULTS

SPEAKING/TRAINING TOPICS:

- RULES OF ENGAGEMENT • MINDSET • MODERNIZING THE SALES PROCESS
- TIME MANAGEMENT • SOCIAL SELLING • THE POWER OF VIDEO • CUSTOM

PAST SPEAKING/TRAINING CLIENTS INCLUDE:



WHAT THEY'RE SAYING



STEVE HAS UNBELIEVABLE ENERGY AND AN UNCOMMON UNDERSTANDING OF PEOPLE. WHAT CONNECTS US AND WHAT HOLDS MOST OF US BACK FROM EXCELLING AT WHAT WE DO! HERE'S A LITTLE SNEAK PEEK (IT'S A LOT ABOUT WHAT WE SHOULDN'T DO!) IF YOUR TEAM NEEDS A BURST OF ENERGY AND SOME NEW WAYS OF LOOKING AT GETTING BETTER AT THE THINGS THAT MATTER DAILY HE'S YOUR GUY! - **BRIAN THOMPSON, CHIEF EXECUTIVE OFFICER, GLOBE LIFE GROUP BENEFITS**



WE RECENTLY WORKED WITH STEVE AND HIS TEAM ON OUR FIRST ANNUAL DREAM DAY FOR OUR STAFF AND MAN WHAT A GREAT EXPERIENCE. I KNEW COMING INTO THE DAY THAT STEVE WOULD DELIVER A KILLER MESSAGE AND THAT HE DID! THE INVESTMENT TO MAKE OUR TEAM 1% BETTER WAS WELL WORTH IT. CAN'T WAIT TO IMPLEMENT HIS STRATEGIES IN OUR BUSINESS MOVING FORWARD, WE ARE OFFICIALLY #ONTHEBALL. - **JOEY JANSSEN, PRESIDENT & CBDO AT TWO TWELVE BENEFITS**



STEVE AND HIS TEAM ARE THE BEST ASSET FOR ANY SALES GROUP. HIS INSIGHT INTO MODERN-DAY SALES IS INVALUABLE, AND BETTER YET, HIS TECHNIQUES ARE PROVEN OVER AND OVER AGAIN. WORKING WITH STEVE, YOU SEE RESULTS IMMEDIATELY. AND I MUST ALSO COMPLIMENT HIM, AND AGAIN HIS TEAM, ON BEING GREAT PEOPLE. THEY GENUINELY WANT TO HELP YOU AND ENJOY EVERY MINUTE OF IT. STEVE PUTS HIS HEART AND SOUL INTO HIS WORK, AND IT SHOWS! I LOOK FORWARD TO WORKING WITH HIM MORE. - **MOLLY WILSON, COMMERCIAL INSURANCE ADVISOR AT BROWN & BROWN FORT LAUDERDALE**



STEVE IS A BREATH OF FRESH AIR! WITH TODAY'S CHANGING WORK ENVIRONMENTS IT IS CRITICAL FOR SALES TEAMS TO SHIFT AND BECOME EVEN MORE NIMBLE. STEVE BRINGS TO THE TABLE EASY TO IMPLEMENT STRATEGIES THAT REALLY AREN'T STRATEGIES BUT ARE DOING RIGHT BY YOUR PROSPECT OR CUSTOMER. WHAT I LOVE IS HE THINKS ABOUT THE PERSON, NOT THE SALE!! BECAUSE AT THE END OF THE DAY WE ARE ALL PEOPLE LOOKING FOR A CONNECTION AND I THINK SO MANY ORGANIZATIONS GET CAUGHT UP IN THE SALE AND NOT NURTURING THE RELATIONSHIP. I HIGHLY RECOMMEND BRINGING STEVE IN FOR A SPEAKING EVENT, I KNOW OUR TEAM IS EAGER TO KNOW WHEN WE CAN BRING HIM BACK! NOT ONLY DID THE SALES TEAM WALK AWAY WITH MULTIPLE AHA MOMENTS BUT SO DID THE MARKETING FOLKS. - **ASHLEIGH BARLOW GLOBAL MARKET DEVELOPMENT MANAGER - DIGITAL AT THERMO FISHER SCIENTIFIC**



STEVE IS A BREATH OF FRESH AIR! HIS COACHING TECHNIQUES ARE RELEVANT TO MANY ASPECTS OF BUSINESS AND LIFE IN GENERAL. HE KNOWS HOW TO CONNECT WITH PEOPLE, NOT JUST FACE TO FACE, BUT ALSO IN THE MODERN DIGITAL WORLD. GREAT TEAM HE HAS ASSEMBLED AND HIGHLY RECOMMEND HIS TECHNIQUES TO ANY ORGANIZATION. "TELL ME SOMETHING GOOD" - **MARK GLORE, SR. DIRECTOR OF STRATEGIC INITIATIVES AT TBC CORPORATION**



I MET STEVE A FEW MONTHS AGO WHEN I REACHED OUT TO HIM TO THANK HIM FOR HIS SUPPORT OF THE MAKING STRIDES AGAINST BREAST CANCER PINK PUMPKINS CAMPAIGN, WHERE HE RAISED OVER \$20,000 TO SUPPORT OUR MISSION. I WAS INSTANTLY BLOWN AWAY BY HIS ENERGY AND ENTHUSIASM FOR LIFE, CONNECTING WITH PEOPLE, AND THE PROCESS OF SELF IMPROVEMENT.

I DECIDED I REALLY WANTED MY TEAM TO EXPERIENCE HIS ENERGY, SO WE CAME TOGETHER IN PERSON LAST WEEK FOR THE ON THE BALL TRAINING, AND ALL I CAN SAY IS, WOW, WE WERE BLOWN AWAY! IT WAS SO POSITIVE AND INSPIRING AND JUST WHAT WE OUR TEAM NEEDED TO PROPEL FORWARD AFTER THE LAST CHALLENGING 2 YEARS WORKING THROUGH A PANDEMIC. STEVE IS ONE OF THE MOST KNOWLEDGEABLE, MOTIVATING AND ENTERTAINING TRAINERS I HAVE EVER EXPERIENCED, HANDS DOWN. THE 2 1/2 HOURS FLEW BY AND WE LEFT THE TRAINING ENERGIZED AND EQUIPPED WITH GREAT STRATEGIES, A NEW MINDSET, A TON OF RESOURCES, AND SUPER PUMPED TO TAKE OUR WORK TO THE NEXT LEVEL.

ONE OF OUR TEAM MEMBERS DESCRIBED HIM AS "A FORCE TO BE RECKONED WITH" AND THAT IS SO TRUE. HE IS AN EXCEPTIONAL HUMAN BEING WHO HAS THIS KEEN ABILITY AND DESIRE TO CONNECT, INSPIRE AND MOTIVATE, WITH HIS CONTAGIOUS POSITIVITY, NOT TO MENTION HE IS HILARIOUS AND FUN. I WOULD HIGHLY RECOMMEND WORKING WITH STEVE, IT WILL CHANGE YOUR PERSPECTIVE ON WORK AND LIFE! - **ARLEEN URIA-SPEED, EXECUTIVE DIRECTOR AT AMERICAN CANCER SOCIETY**



STEVE IS HIGH ENERGY AND HIS ENTHUSIASM IS CONTAGIOUS. HIS APPROACH IS DIRECT AND SIMPLE AND HE IS A GREAT CROSS BETWEEN A PLAYER THAT HAS PLAYED IN MANY GAMES AND A COACH THAT WANTS TO SEE PEOPLE SUCCEED. HIS POSITIVITY FILLED THE ROOM AND HE HAD SOME QUICK-HITTING TIPS THAT OUR SALES TEAM CAN IMMEDIATELY START TO IMPLEMENT. THE PRESENTATION HAD GREAT HYPE VIDEOS AND CONTENT AND HIS PRESENTATION RESONATED WITH EVERYONE IN THE ROOM. I WOULD SAY STEVE IS A MUST-HAVE AT EITHER A REGIONAL OR NATIONAL SALES MEETING!! - **TIFFANY GONZALEZ, DIRECTOR OF SALES AT DISTRIBUTION INTERNATIONAL**



STEVE WAS THE "JOLT" MY GROUP NEEDED TO KEEP OUR MOMENTUM GOING. HIS TOPICS AND RULES ARE SPOT ON AND EXTREMELY RELEVANT IN TODAY'S WORLD OF SALES. NOT JUST BUSINESS SALES, BUT "LIFE SALES". MY GROUP OF CONTRACTORS WERE BLOWN AWAY BY THE MANY 'GOLDEN NUGGETS' THAT THEY COULD APPLY IMMEDIATELY. THANKS, STEVE FOR BRINGING THE FIRE! - **STEVE SHINHOLSER, FOUNDER OF CONTRACTOR SALES ACADEMY**



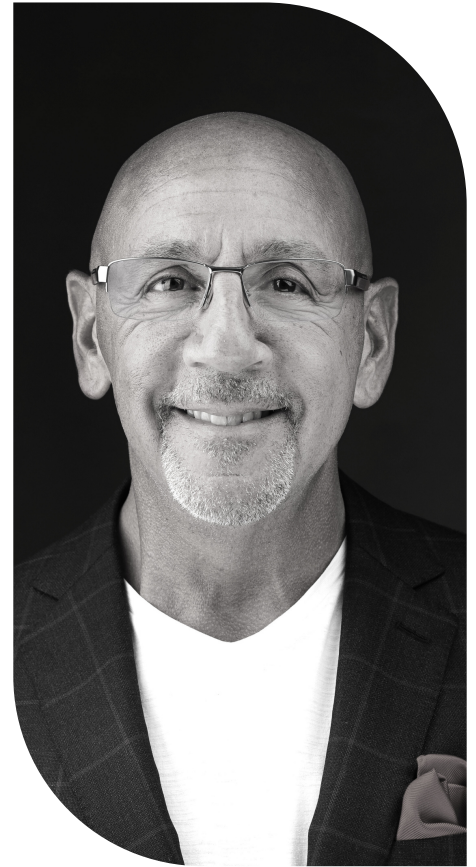
AWESOME KEYNOTE. YOU REALLY HIT IT OUT OF THE PARK. IT WAS A GREAT WAY TO END A LONG DAY OF TRAINING. YOU REALLY FIRED UP THE TEAM TO HAVE A GREAT QUARTER, WHICH WAS THE INTENTION. REALLY ENJOYED YOUR ANECDOTES AND THE WAY THAT YOU PERSONALIZED THE PRESENTATION FOR OUR TEAM AND CIRCUMSTANCES. - **JONATHAN LIEBERMAN, CEO & CO-FOUNDER AT ITOPIA**



STEVE NUDELBERG IS ONE OF THE BEST SALES TRAINERS AND MOTIVATIONAL SPEAKERS THAT I KNOW. HIS ENERGY IS ENDLESS AND HIS ADVICE IS SPOT ON. SOME OF OUR COMPANIES HAVE USED HIM OVER THE YEARS WITH GREAT RESULTS. YOU WILL BE WELL SERVED BY ENGAGING WITH HIM.- **HOWARD DVORKIN, CHAIRMAN AT DEBT.COM**

CONNECT

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=
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305-776-1100



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