motivational speaker

interpersonal communication

sales expert

sales training keynotes

retreats

Tod C. NOVAK

Real topics with real results:

Word of Mouth Salesperson
The Novak Principle
2 Steps to Selling
The Power of Listening
Me And My Big Mouth
Director of First Impressions
Has Technology Left Us Speechless
And Tod's Signature…

the Birds
Bridge the communication gap

Effective

"***My sales percentage increased 40%and my profits 400%*** after working with Mr.Novak…all I can say is thank you, it works."
Cal Willis, Edward Jones

Bridge the Communication Gap

"I learned how to ***communicate with all customers*** and learned about myself which will help me understand others. This course was ***fun and informational*** and as a "peacock" the fun part made it worthwhile. Thank you!" Crystal Buckley - Customer service advisor, Ford

Real World Training

"A great seminar, honestly I have a hard time paying attention during presentations…but ***I loved the sales environment and competitiveness*** in the class" Shelley Jungst - Trainer for Comcast

Confident Closing

"Always ***make yourself approachable***, listen to others and close the deal with confidence, Great!" Juan Urioste - Sales Supervisor,

Easy to Learn, Use and Retain

The enthusiasm was contagious; the group participation was great and made ***learning fun and easy to retain.***"
Carmen Shiplet – Bank Branch Manager

The Best

"Entertaining and informative,I've been to many other programs and this was the best!" Nate Noland - Sales

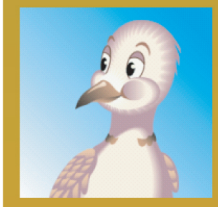
"Keeping it Real" and achieving results is what Tod Novak is all about. His presentations are focused on real world proven sales solutions that result from owning 11 successful start up companies over the past 20 years. A self starter, at the age of 9, Tod has 33 years of professional sales experience .He will explode the productivity of your group with his motivational, highly interactive, energetic, fun presentations.

What separates Tod from the rest is his natural ability to connect with his audience and create result orientated lasting change . The minute you leave a presentation, you will be ready to use what you have just learned to increase your sales and improve your communication skills….thats Mr. Novak's guarantee.

Mentored by Dr. Gary Couture, Tod learned from one of the all time greats of professional speaking. Tod Novak is president of The Novak Group www.thenovakgroup.com , a privately owned consultancy that specializes in sales-oriented training while helping local and national businesses identify, communicate, and meet business growth and sales goals.

Tod is a proud member of the National Speakers Association and is the founder of Jobs 4 America Now, a non-profit corporation www.jobs4americanow.com

the Birds



The Birds **is a powerful, fun, interactive program where you learn "how to" effectively communicate with everyone... regardless of their generation. A culture clash currently exists with four generations trying to coexist in the business environment. Sales and customer service skills must be adapted to the customer to maximize every opportunity to increase profits. In the workplace we must learn to minimize friction and maximize the assets of the four distinctly unique generations. The Birds seminar uncovers how to combine the values and skills of each generation so they can productively communicate and work together. The bottom line.....*Productive communication always equals increased profits.***

Build Instant Rapport and Trust

"Very powerful class, I learned how to ***engage customers from their perspective***."
Ken Carson – CEO, Bank of Belen

Build Valuable Skills in Minutes

"Great seminar, I felt like the seminar was ***personalized just for me***...it far ***exceeded my expectations***."
David Wolf Owner, Small Biz America Radio

Sales and Customers Service Secrets

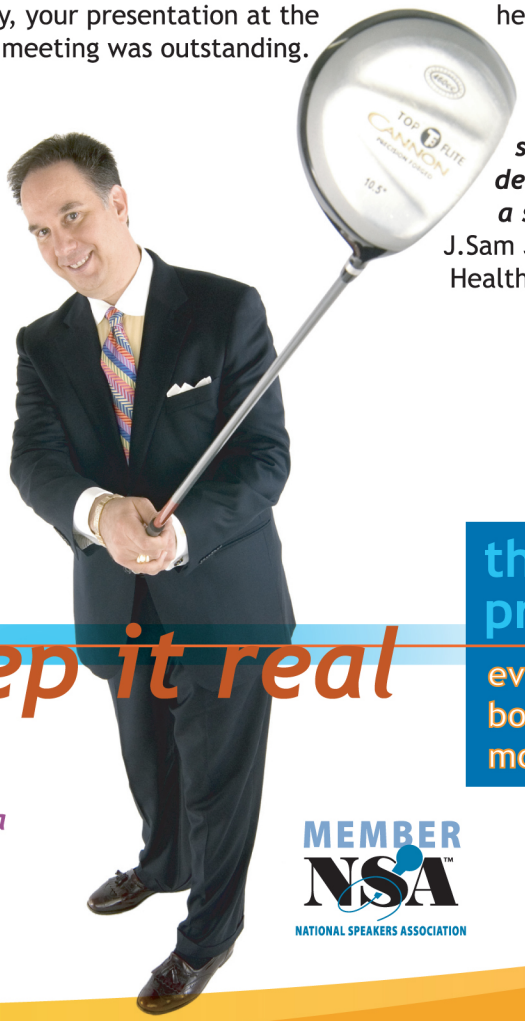
"***Identifying personalities*** on the phone and by e-mail was sensational. You should make it an all day event."
Marty Saavedra - Inside Sales

Reduce Inter-office and Customer Conflict

"Tod knew what he was talking about and he made it fun and ***involved the audience***."
Joyce Becerra - Branch Adminisrator

National Sales Meeting Outstanding

"Truly, your presentation at the healthpoint national sales meeting was outstanding. Your presentation was ***a unique combination of solid professional delivery,humor and a strong message***."
J.Sam Jowers - VP Sales, Healthpoint Surgical Ltd



So get into the swing of productive communication!

make it personal keep it real

the Novak principle
everything boils down to motivation

Just a few more motivated clients...
Aflac, Comcast, State Farm, Edward Jones, Manheim Auto Auction, Service Master, America OnLine, Bank of Belen, Healthpoint Surgical, Metro Board of Realtors, MRI Network, Ford, Victory Outreach International, Servpro, Prepaid Legal

MEMBER NSA NATIONAL SPEAKERS ASSOCIATION

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THE NOVAK GROUP SALES EXPERTS