

Recent Testimonials

"The power of Dan Norman's "Top Ten Selling" is quite simply this - if you do what this book tells you to do, you will increase your sales. Period! I love this book because it's not theory - it's how selling works in the real world. Dan cuts out the fluff and the double-talk and goes straight to the heart of what makes a top performer. If you read this book, you won't have any excuses - just take action and watch the success start to happen."

*- Joe Calloway, author,
"Work Like You're Showing Off" and
"Becoming A Category One"*

"What a great presentation! Dan Norman's session entitled, "We're All in Sales," was standing-room only at the 2007 Meeting Professionals International (MPI) Southeast Educational Conference in Orlando, Florida. Taking principles from his book, Top Ten Selling - The Lumberjack Chronicles, attendees were amused by his personal stories and intrigued by his lessons in what makes the very best sales professional. Dan is a highly recommended speaker, coach, and motivator!"

*- Mark A. Taraborelli, CMP, CMM Sales Manager
Walt Disney World Resort
Co-Chair, Education, MPI – Southeast Educational Conference*

"I want to thank you for the excellent presentation this month for the Florida Association of REALTORS® Retreat for our local Association Executives. The participants loved your style and message. I was especially impressed with the amount of time you spent prior to the program getting to know the issues that currently face our AEs. It was very obvious you had done your "homework" and gave them valuable information. We loved your humor. It was our pleasure to have worked with you."

*- Carolyn Gardner, Director Local Leadership Services
Florida Association of REALTORS®*

“We had the privilege of having Dan Norman as a guest speaker at our annual convention and tradeshow in May of 2008. Dan’s ‘We’re All In Sales’ presentation was well received by our attendees and we all agreed that the educational value in his presentation was relevant and important to our business. According to our attendees, his presentation gave them ideas which will help them be more successful in the future. Dan’s expertise will be an asset to any individual or organization.

*- Gene Bennett, CPM, PME, MPM, PRM - Executive Director
Florida Association of Residential Property Managers (FARPM)*

The American Red Cross of Central Florida sought an individual to lead a community research project and present to the Board of Directors at our strategic planning retreat. His presentation was outstanding and the research which he conducted prior to that was most helpful as we began the discussion of repositioning the American Red Cross of Central Florida. Dan’s work has helped us prepare our strategic direction and has moved our organization forward in a meaningful way. I would highly recommend Dan Norman and his services to any organization.

*- Joel Hass, Regional Chief Executive Officer
American Red Cross of Central Florida*

“My experience in booking Dan Norman was one of great success! Fortune Management is off to a great start in 2008 because of the useful sales tips and techniques that Dan brought to our meeting. Thank you.”

- Carolyn Hooper, Director of Marketing, Fortune Management

Dan Norman’s proven ability to customize a presentation to meet clients need is extraordinarily strong. His presentations are highly motivational, extremely educational and very entertaining. Thanks to Dan our program was a big success!

*Riz Hussain – President, Noble Communications, Inc and
President, International Professional Network (IPN) of Florida.*

“Many speakers are motivational. Few also offer the practical applications to truly improve performance. Dan has a rare combination of experience, solid understanding, the ability to teach and outstanding stage presence. He is honestly one of the best sales motivational speakers I have ever seen. Each time I have the pleasure to attend one of his events, I pick up yet one more tip that allows me to continue my own successful career in sales

- Jim Bacon – Vice President of Sales, Ericsson, Inc.

“Dan’s presentations get results. He knows how the best-of-the-best sales people achieve success and has a rare ability to teach others how to do it also. He spends a great deal of advance time preparing the message to be delivered by outlining important steps in the learning process. He is uncanny in motivating his audience to understand that they have “success within” and they too can achieve the desired results.”

- Gerry Stevens, Vice President, Extended Yellow Pages Service

“Dan’s presentation was insightful, intelligent, upbeat, energizing and fun! And clearly, thoroughly enjoyed by the audience. I can tell you that every eye and ear in the place was focused on Dan’s presentation. The audience was clear – Dan is giving us what we need to hear! He’s terrific.”

*- Cyndi Matzick – Senior Vice President,
Orlando Regional Chamber of Commerce*

“Dan Norman’s presentation was a perfect mix of education and entertainment. His talent, passion and enthusiasm provided a wonderful foundation for delivering information that every business professional can use.”

*- Jill Stevenson – Special Events Director,
Osceola Chamber of Commerce*