

ENGAGE YOUR AUDIENCE WITH THE OLSEN GROUP

Find the perfect speaker for your next event. Our wide range of sales expertise means that you're sure to find the topic that meets your needs.

SCOTT OLSEN

Since founding The Olsen Group in 1999, Scott Olsen has established himself as a leader in sales and negotiation skills training. Over the past ten years, he has helped such notable clients as Yahoo!, Mentor Graphics and WebMD improve their selling ability through unique and customized courses. Scott's thoughtful and engaging presentations leave audiences energized, confident and prepared to handle their most critical business scenarios. As a speaker, Scott emphasizes the positive -- his interactive delivery and skill-enhancement exercises build on what audiences already do right.

GARY BRASHEAR

With over 25 years of experience managing sales teams, Gary Brashear knows what it takes to find, train and motivate a successful sales person. Gary has helped notable organizations like Webtrends, Auctionpay and Performant formulate organizational process, build high performance teams, and exceed business goals. A dynamic speaker, Gary uses real life stories, case studies and examples to illustrate his learning points.

SPEAKING TOPICS

Selling Strategies

Excel in competitive industries

Negotiation Skills

Succeed with your most difficult negotiators

Impact Selling

Powerful conversations that get results

Effective Presentations

Motivate your customers to take action

TESTIMONIALS

"Our work with The Olsen Group helped us double our revenue over 12 months."

JEFF STEPHENS, CEO, CREATIVE BRAND COMMUNICATIONS

"The Olsen Group consistently delivers outstanding sales skills seminars. They deliver long term productivity gains in addition to the short term increase productivity that typifies most sales seminars."

DAN LAUN, SALES MANAGER, AXIUMAE

"Scott was a great trainer for my Sales Team. We co-developed a program specific to their needs and implemented it quite successfully... in-depth and informative."

JOHN LEE, VP SALES & MARKETING, TIMBERCON

"Scott Olsen is an excellent and personable Career Coach and Trainer. Scott's ability to give his clients structure, insight and confidence reigns very high with me. When I hired Scott for Career assistance, I was amazed at how professional and inspiring Scott's knowledge and experience weighed in to my career development. He is definitely a 4 out of 4 stars caliber business professional and I highly recommend him for Career Coaching, Training, Public Speaking and other business services."

**MATT NEES, PRESIDENT,
SOFTWARE ASSOCIATION OF OREGON**