

Speaker Jack Quarles

Message → Action → Results

If Jack can help your audience address a challenge or move toward an important goal, he may be a fit for your event.

Jack's presentations are funny, memorable, and insightful; most importantly they are actionable. People walk away with a new perspective and tools that are instantly useful. Jack's wide experience as a founder, leader, board member, and operational lead help him connect with every attendee.

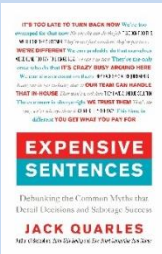
Jack's signature presentations center around his books, each of which has been an *Amazon #1 Bestseller*.



The Most Expensive Sentences on Your Team

Do clichéd wisdom and common business phrases serve your team well, or lead you astray? Jack reveals the surprising impact of our conversations and how improving our language can transform companies and lives. Discover:

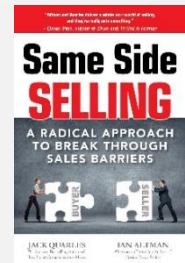
- The **silent sabotage** of phrases that we hear (and say) every day
- How to instantly distinguish wise guidance from toxic advice
- A simple, memorable framework to guide your team to **better decisions**



Getting the Buyer to Root for You

Jack's two decades in procurement have led to keen insights on the buyer's POV. Competitive selling is not a fair game, and the path to being the favorite vendor is both counter-intuitive and surprisingly simple. Audiences learn:

- The magic phrase that puts you in instant **trusted advisor** status
- The **biggest mistakes** that salespeople continue to make
- How to describe your profession in a way that attracts customers and referrals



Creating Your 60-Day Savings Plan

Jack has led over two hundred CEOs and owners through this practical workshop of identifying waste and savings opportunities, and most participants have quickly identified five-figure opportunities. Attendees discover:

- The overlooked but **profit impact** of savings
- Where to find the biggest, quickest savings
- How to make an **action plan** that will generate results



Speaking fees range between \$6,500 and \$10,000 depending on event and location. Substantial discounts are available for book purchases associated with events. Email Speaker@JackQuarles.com.