

Challenging Convention

Changing Behavior

Paul McCord



"Paul presents a full course of meat and potatoes that address real issues, not just saucy appetizers that entertain."

**Lyndon Barnes,
Carlyle Fund Management**

Booking Information

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Creating Value

Best-selling Author and Recognized Internationally as a Leading Authority on Sales, Management, and Leadership Change.

- As the author of two best-selling business books, over 100 articles, and one of the top rated sales and management blogs, Paul is a recognized thought leader in the areas of sales, management, and leadership.
- His influence reaches from his home state of Texas across the globe with clients on 6 continents.
- Paul's articles, interviews, and quotes appear regularly in media such as Forbes, Fox Business News, Advisor Today, Hotel and Motel Management, Airport Business, Selling Power, and many more.

Real Solutions to Real Issues

- With almost three decades of in the trenches experience as salesperson, manager, executive, and business owner, Paul's knowledge of sales, management and leadership is both broad and deep.
- Recognized as a thought leader for his innovative and effective solutions to some of the most vexing sales and management issues salespeople and organizations face. Paul doesn't just challenge traditional modes of thinking and behavior, he brings real solutions that institute real change and create real value.

Contact Paul today and let's make a positive change in your organization

Sales Management Leadership Training