



BizLockerRadio

with Kelly Riggs

BizLocker Radio
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October 13th 2014: The Top 10%

This week, David Long joins me in the Business LockerRoom to discuss his book Built to Lead, and then Robert Terson will step in to teach us how to "sell fearlessly." It will be an exciting show as both men will talk about reaching the top 10% of their respective areas. David will discuss how to become a Top 10% manager, and Bob will discuss what it takes to become a Top 10% salesperson. David Long David is the Founder & CEO of MyEmployees, a 25 year-old firm in the Top 1% Worldwide in the Employee Engagement and Recognition industry. Robert Terson is a master salesman, an author and spe

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Featured Guests



David Long

He is Founder/CEO of MyEmployees, a 25 year-old firm in the Top 1% Worldwide in the Employee Engagement and Recognition industry. His firm specializes in helping managers build stronger, more engaging relationships with their team members, while linking the rewards and recognition program to the desired goals of the company. David believes (and lives to his very core) what Zig Ziglar said was required to become truly successful in life. He said, "You can have ANYTHING you want in life IF you will FIRST help others get what THEY want!" As a result, David has touched untold lives through the years, including employees, clients, friends and family...and he'll show you exactly how he did it

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Robert Terson

Robert Terson is a master salesman, an author and speaker, and a fantastic sales coach. Although he claims to be retired, he spends a lot of time training, coaching, and encouraging young salespeople. His recent book, Selling Fearlessly, offers the proverbial "truckload" of wisdom about the noble profession of selling, and is guaranteed to inspire you to be more, do more, and achieve more. Bob spent 40 years selling advertising to small businesspeople, 38 years of which he owned his own company, but now he spends his time writing and giving back to the profession. Visit www.sellingfearlessly.com

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