



DAVE DURHAM

Summary Of Qualifications:

More than twenty years experience as a businessperson, entrepreneur and **motivational** speaker. I have taken companies from the idea stage and built them into multi-million dollar operations. I have a great deal of experience in sales, sales training and customer service. I am a tireless speaker who has a true passion for the profession. I speak with passion, enthusiasm and high energy. I am very upbeat and energetic and I always connect and relate with my audiences whether it be a more mature corporate audience or an energetic audience. One of my main strengths is I can hold an audience from beginning until end as they don't know what is coming next. I also have great natural vocal variety and body language. I am a true motivator. I have spoken to audiences as large as 1500 and as small as 30. I connect no matter what the size of my audience. I love what I do and I always get invited back. My areas of expertise are sales, insurance, pharmaceuticals, retail and manufacturing. I always add humor to my presentations. We will laugh together. I am self deprecating while still maintaining a positive self-confident style. I mix with my audience and I go to them. I am interactive making my audience apart of my presentation while maintaining control. I customize my presentation so that I relate to my audience, their industry and their position. I create excitement with a live fun atmosphere. I motivate them while at the same time being inspiring. I help to create their vision then put action to that vision. You don't have to be great to start but you **MUST** start to be great. We will start together. The only thing between us and greatness is us. We have what it takes to be great no matter what anyone else tells us. I help to remove the ants (automatic negative thoughts) so we can move into our greatness.

Experience:

Dave Durham Seminars

CEO

2003-Present

- I am a speaker for a local college who has traveled throughout Minnesota and Wisconsin speaking to high school and college students. I create an instant bond with all of my audiences, no matter the background I connect with them.
- I present 11 different workshops to my corporate accounts: Power Talk, Psyched Up For Success, Think and Grow Rich, Winner's Image, Mission in Commission, Born Rich, Goal Achiever, Conflict Resolution, Sexual Harassment, Dealing With Difficult People, Self Discipline and Emotional Control, Project Management as well as many others.
- I am able to connect and bond with my audience from beginning to the end using my main motivator likeability. I have had a great amount of success with all levels of Corporate America from entry-level employees to top executives.
- I have received outstanding reviews from floor level employees as well as upper management. I have been referred by many HR managers to create career mentorship programs for some of the companies that I have spoken to. I am an impact speaker especially for vision-based companies.
- * I am a successful corporate speaker who has spoken for/to Fortune 200 companies in many different fields including but not limited to: insurance, pharmaceuticals, manufacturing, distribution, retail and telecommunications.
- I have done many vendor conferences as well as customer enhancement seminars for my clients. I have been a national sales trainer. I am inspirational as well motivational in my presentations. I am down to earth and interactive.
- I have worked with many organizations in sales training and sales seminars.
- * I have spoken to and done work shops on conflict resolution as well as sexual harassment for many corporations. They have been extremely effective, *in one case motivating an employee to get help immediately following my presentation.*
- I have done keynotes and seminars for many diverse industries. I know how to motivate and inspire. I am also a corporate coach for a CEO and one of his directors improving their results and corporate communication 100 fold.

AAA Best Insurance Companies CEO 2004-Present

- Started insurance agency from ideas stage built into a multi-million dollar book of business.
- Expanded agency into commercial lines as well as preferred P & C, Life and Health, as well as Long Term Care, and Supplemental insurance.
- Brought in partner to run the business while I concentrate on my speaking/coaching/training career.

Anytime Ice Companies CEO 1992-2004

- Built three ice companies from the idea stages into multi-million dollar operations from Minnesota to Florida.
- Developed corporate sales training program while reaching out to help and train employees in other industries.
- Developed customer service programs to maintain and enhance customer base. Asked by those customers to do the same for their organizations leading to a speaking/training career.
- Led smooth acquisition and transition by International conglomerate to then retire from the ice business and concentrate of speaking/coaching/training as well as insurance.

Education:

Eastern Kentucky University	Richmond Kentucky	1982-1986
Manatee High School	Bradenton, Fl	1978-1982

Sigma Alpha Epsilon Fraternity.

