



The Ultimate Corporate Event Company

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<https://www.kmprod.com>



**Sales & Service Speaker,
Customer Experience Expert**

<https://www.kmprod.com/speakers/michael-vickers>

Bio

Michael Vickers inspires success! Michael redefines the possible for sales professionals, leaders, and managers. Whatever the sales or business opportunity, Michael will enhance the odds. Every person who has an idea to promote, a team to motivate, or a competitor to challenge will attain a new level of success after an event with Michael. Whatever result you are striving for, if it involves influencing others, or achieving success through others, Michael will build your confidence and accelerate your team's performance.

A popular speaker, consultant and educator, Michael coaches thousands of professionals every year to grow individual and organizational performance. *Summit Learning Systems*, Michael's training organization, brings leading-edge strategies to clients in every sector of the North American economy.

Michael's success is completely grounded in and built on his personal experience. A consummate entrepreneur, Michael is a graduate of his own franchised retailing enterprise, a manufacturing and distribution company, and a highly successful publishing venture. A ceaseless innovator, Michael is constantly researching leading companies, searching for best practices, and distilling the experience of success, many of which can be found in his best-selling books entitled, *"Becoming Preferred: How to Outsell Your Competition"*, and *"Dance of the Rainmaker: Creating Authentic Differentiation in Today's Competitive Marketplace"*.

Michael also shares weekly insights as the host of the podcast, "*Becoming Preferred*," available wherever you get your podcasts.

Michael's unique gift is his mastery of the art of influence, and his ability to translate that mastery into practical, powerful techniques anyone can use. His presentations are entertaining, intimate and unabashed and he is hilarious in his stories, boundless in his enthusiasm, and relentless in his message that success is available to everyone!

Topics

Michael's content is practical, timely and delivered in an enthusiastic, entertaining style that is easy to digest and remember. Your attendees will be talking about and implementing his strategies for months and years to come. Michael's ability to speak at the level of his audience allows him to connect with all facets of the organization, whether they are a group of senior executives, midlevel managers, salespeople or customer service reps.

Internalization Webinar: Michael includes a complimentary follow-up internalization webinar with each of his programs, which can be delivered 3-6 weeks following the initial event.

Michael Vickers' Keynote Presentations

Becoming Preferred - Out-position, Out-sell, & Out-Experience the Competition [\[morelink\]](#)

7 Triggers to Booking the Business [\[morelink\]](#)

How to Sell When Nobody's Buying [\[morelink\]](#)

Become the Preferred Employer in a Competitive Marketplace [\[morelink\]](#)