

ZACH FORNER



LIVE SPEAKING INFO

2024 / 2025

ABOUT ZACH



ZACH HAD \$500 IN HIS ACCOUNT, A WIFE AND A YOUNG CHILD. HE WAS “TRYING” TO MAKE IT IN LIFE. HE HAD ALWAYS VIEWED SALES AS SOMETHING HE HAD TO DO, NOT SOMETHING THAT COULD CHANGE HIS LIFE AND HIS FAMILY TREE.

Initially, he had been trained to “hard sell”. Shove a pencil in their face and make them sign! After all, if you apply enough pressure, the prospect will eventually say yes, right? The next sales job led him to reading a script like a robot and he was encouraged to trust the process, smile and dial. Neither approach worked for him and the majority of those around him. His sales career was broken, it was unprofitable and it was frustrating. He didn’t have the answer and neither did his trainers or sales leaders. There were thousands of methods out there and yet they all seemed to favor someone with individual talent and charisma or they were too complicated.

FAST FORWARD TO TODAY AND AFTER NEARLY 20 YEARS OF SALES EXPERIENCE SINCE HIS JOURNEY BEGAN...

Zach has sold millions upon millions of products, goods and professional services. Through much frustration, mentorship, trial and error he learned over time that success hinged on one simple thing; being committed to following a very simple, boring yet effective sales approach.

Because of his success, he’s on a mission to rescue every sales leader and sales professional who’s struggling to get traction and consistency in their sales organization.

About his talk



“**Boring** Makes A Lot Of **Money**”

Zach is an international speaker and workshop facilitator having served, trained and led hundreds of sales professionals and sales leaders globally. Because of many past failures along the way in his personal sales journey and a desire to “rescue” sales, Zach has masterfully pieced together and created a simple and repeatable approach that’s helped sales leaders and professionals close deals like never before.

His talks aren’t really “guru” ish. In fact, he calls it his simple, boring yet effective sales approach. In his talk, he will guide you through his personal sales journey that is filled with laughter, frustration, intrigue and show your sales team how to embrace consistency, grow in confidence and close like never before. All while understanding that boring makes a lot of money.



KEY TAKEAWAY'S FOR YOUR AUDIENCE



- Zach's Personal Journey Of Becoming "Boring"
- Simplification (Language, Script Adoption)
- The Biggest Factor Missing In Your Game
- The Confidence Gap

*Workshops favor
"deliverables and
hands on training"
even more!!!*

How will this benefit you ?

Listen, we get it. You want to help people grow professionally through your event, but you also need to **increase revenue**.

Zach has learned over time that there are three things that destroy the credibility of a speaking event. First, **lack of communication** and expectations.

Second, **lack of integrity**. And third, speakers that are either **un-engaging** (see pic on right), **don't solve problems** for the audience or a talk that is 10 years **too late**.

Zach has spoken to thousands of people all over the globe and he understands that your audience needs to hear an **intriguing message that moves them** and gives them the **tools to take action**. He also understands that "sales" has become broken and he is on a mission to correct that.

Not only will Zach be the highlight of your event, but his key message of showing your audience how to simplify and gain consistency in their sales approach will resonate **loudly** with every salesperson and leader. Simply put, you will **sell more tickets, grow your conference credibility** and **enjoy working** with Zach.



WHAT OTHERS ARE SAYING!

Thousands
Sales Pro's Impacted

10M+
Sold

6+
Awards

2
Continents

Coached, Trained And Served With Companies Like...



"Zach is hands down on of the best overall leaders and sales professionals."

Sam H. - V.P of Sales | The Speaker Lab

"Our sales are growing and our team is much more motivated!"

Mariana B. - CEO | Brint Portugal

"Zach was amazing yesterday. A real plethora of knowledge. I'm sure this is why he is where he is."

James R | SPM

Zach has shown me the value of making connections and providing solutions for my customers. Focusing on solutions, leads to the best possible end goal; a happy and returning client. Implementing this early into my business career has already made a huge impact.

Dillon Z. - Owner | ZR Solutions

"Super impressed and inspired by Zach"

Chris S. - Founder | PSBLTY CO.

This time has been amazing for my growth in confidence and it's completely changing my mindset. And I'm already closing deals!!! Thank you so much!

Luana R. - Sales | Lytron Strategic

Zach really improved the way I see my business and myself as one that brings value. From communication with clients to closing more deals. I can already see a big difference in the way I negotiate new jobs and get new clients.

Mirko M. - Owner | Marine Electric

CONTACT



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