

# ben canini



## not just another suit

Born and raised in downtown Toronto, I grew up with street smarts, which I used to climb the corporate ladder in some of Canada's leading corporations.

I'll inspire employees to deliver a Return on Investment that far exceeds any of their compensation packages. I will seal the deal on employee performance.

With 20 years of solid "bottom to top" business experience, I held positions from the frontline to the Executive level and have an absolutely solid track record of results in Operations, Project Management and Sales.

Self educated in all aspects of business, I have learned and leveraged the advice of some fantastic mentors throughout my career. I "Hold the Gold" when it comes to what you don't learn in school. I am a firm believer that a sale is not a transaction but the coming together of synergies between organizations.

As a leader, I have a very direct, honest and diplomatic approach, with no fear in chasing and asking for the business or the results. I am very comfortable in interacting at all levels of an organization.

I have consistently built winning teams that met and exceeded both company and individual objectives. I believe everyone in an organization has a role in "Sales" - I'll show you how to use the expertise of various departments to assist in the sale and retention of all customers.

**Book Ben** - I am a leader who can deliver on your company's objectives and ensure that your employees become true ambassadors for your company.

## mission statement

I inspire and motivate thousands of people to pursue the Ultimate Life Experience and I bring to all my Keynotes, pure passion, desire and dedication.

## sales training

My Elite Sales Training programs will unlock the secrets to taking your sales team's performance to the next level of the game. Your sales staff will be taken beyond Sales 101 techniques and reap the benefits of relationship and solution based selling.

My approach to training is unorthodox and high impact, which ensures lasting results and includes the following:

- Complimentary Organizational Pre-Assessment.
- Individual Pre-Assessments.
- Customized delivery based on your time requirements.
- Customized Follow-up Action Plan.
- 4 to 6 week Accountability Follow-up Program.

These programs will motivate your team to deliver and exceed the top-line results for your organization and give you a competitive edge in your marketplace.

## personal coaching

My personalized programs will give the sole proprietor business or the independent sales person the competitive edge of a corporate executive in their corner. I will share my secrets to climbing the corporate ladder and guide you in achieving your goals.

Get the benefits of twenty years diversified corporate experience working for you exclusively.

## team training

My Customer Service and Employee Performance Training programs will ensure that your employees understand their role within your organization and the impact they have on the quality of your customer relationships. The results of this training will pay you dividends for every ounce of effort put forth by your employees.

These Programs are specifically tailored to your organizational needs and includes the following:

- Complimentary Organizational Pre-Assessment.
- Individual Pre-Assessments.
- Customized delivery based on your time requirements.
- Customized Follow-up Action Plan.
- 30, 60 & 90 day Accountability Follow-up Program.

In today's competitive business environment, business can be won and lost on the peace of mind your customer has in dealing with your organization. Imagine your employees coming to work each day feeling and performing at the top of their game.

## keynotes

Motivational and Inspirational Speeches, which include a Pre-assessment and a 15 & 30 day Accountability Follow-up.

## testimonials

"Ben is tuned in to people, from the layperson to the executive, he grabs your attention at the beginning of a presentation and keeps you engaged throughout. Ben's passion is to arouse thought and action in others. Ben's success is: You will not forget him!"

- **Randy Mason**, *President*  
Condominium Services Group

"Ben's speeches are both motivating, inspirational and a delight to listen to. He has the charisma and presence to impact his audience with his message."

- **Dr. Peter Graham** Ms. ATM-B CL



ben delivers,  
call today!  
(519) 489-2424