



IGNITING PHENOMENAL BUSINESS PERFORMANCE



Keynote Speaking • Corporate Training • Online Learning • Management Consulting

CASHIN WITH PASSION

Duane Cashin is a speaker, corporate trainer, and agent of change helping companies and individuals ignite their business performance to reach new levels of success in the new economy. Count on Duane for passionate keynotes that fire up the room. His energizing, live trainings, both onsite and online, are interactive, packed with fresh insights and emerging trends that spark remarkable results. In addition, Duane works with top executives and management teams to inspire outstanding leadership. All programs are customized to address *your* business reality and today's intensified customer demands.

EXPERTISE

If you are seeking inspiration to achieve performance, Duane has keynotes and trainings in three areas that are sure to inform and inspire:

- LEADERSHIP • SALES • SERVICE

CLIENTS

- | | |
|-----------------|-------------------------------|
| AAA | Farmington Bank |
| ADP | Hyundai |
| Bank of America | LEGO |
| Boston Market | Mass Mutual |
| Cablevision | Michael Page International |
| Century 21 | Sprint Nextel Corporation |
| CEO Club Boston | West Point Thoroughbred |
| Cigna | Young Presidents Organization |

ABOUT DUANE | WWW.DUANECASHIN.COM

Duane founded and built his highly profitable event graphics business to be a multi-million dollar enterprise in just three short years. He landed client superstars like the NFL Super Bowl, Winter Olympics, Radio City Music Hall, MTV Studios and Rockefeller Center before successfully selling the company. He also received accolades earlier in his career with awards such as President's Club and Circle of Excellence by consistently exceeding revenue goals at Sprint, BrooksFiber, and MCI.



Today, Cashin fires up top executives, management and the staff of Fortune 500 companies, small businesses and non-profits, sharing his optimistic, entrepreneurial spirit and proven methods to accelerate business growth. What makes Duane unique is his depth of experience in both the corporate world and small business, giving him the insight, understanding and credibility to speak to your team or audience and deliver exceptional results.

"Our ADP office has over 30 representatives and everyone could not stop saying how great your training was. I practiced your techniques to gain audience with decision makers and my sales volume increased. In fact I have qualified for Presidents Club."

—Alysia Doerbecker
ADP Senior District Manager

"Duane is serious about ROI and he delivers! We have seen an average pipeline increase of qualified leads by as much as 27% and a closing ratio increase from an average ratio of 25% to 40%."

—Bill Albro, Sprint Nextel Corporation

"As a direct result of the skills you have taught our team we exceeded our first quarter revenue goals by 30%. This put our organization at 130% of revenue plan in the worst economy we have seen since we started our company in 1991."

—Joshua A. Cooper, CPA, CEO,
West Point Thoroughbreds

Book Duane For Your Next Event

860-916-7081 • Duane@DuaneCashin.com

INSPIRING KEYNOTES & TRAININGS for BREAKTHROUGH BUSINESS GROWTH

Each exciting keynote presentation is tailored to your audience with practical and insightful information, relevant examples and tasteful humor guaranteed to keep your audience engaged and motivated to take action.

Invigorating full and half-day training, delivered onsite or online, are packed with interactive exercises customized to meet your company objectives and participant needs. Enlighten your team with an understanding of the new rules for extraordinary business success.

Leading Teams to Maximum Performance

Learn how today's highly effective leaders motivate, influence and achieve results through their team. Gain insight into creating a culture focused on results and accountability.

Credibility & Trust Based Selling

Gain a competitive advantage and close more sales by aligning business insight with customer intelligence.

The Red Hot Referral System

Secure more referrals by establishing a deeper level of rapport and credibility with your centers of influence.

Creating Sustainable Customer Loyalty

Delight your savvy and demanding customers by making the experience all about them. Discover individual customer needs and watch retention and revenues soar.

Consultative Selling for Non-Sales People

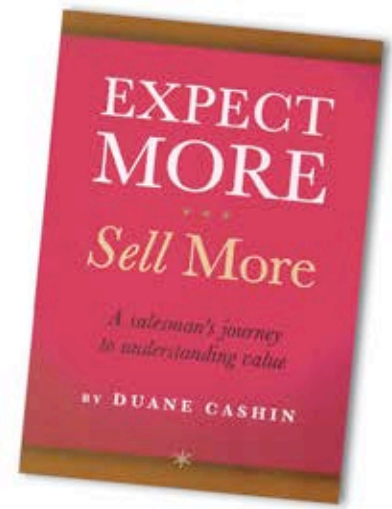
Build respect and trust to authentically identify solutions and solve problems for your customers.

Present with Passion

Learn presentation skills that engage the audience and stimulate action.

STRATEGIC MANAGEMENT CONSULTING

Count on Cashin's keen insights and sharp business acumen to guide your team to stellar performance. His results-oriented methods work extremely well to help your staff adopt effective behaviors that fuel success. Duane will work with you on leadership, sales performance, and customer service to gain command of these three essential and interlocking business areas.



Request a Free copy of
Duane's book

Expect More, Sell More

The bar has been raised in business today, given the new economy. Executives ask more from managers, who then, ask more from sales. And buyers demand more from companies who want their loyalty.

The marketplace is crowded, not competitive as most people think. To reach your full potential, you must understand the difference. Most salespeople still focus their pitch on "product" and companies successfully sold this way for decades. But now there is a better way! Explained within these pages you'll discover it is possible to create a distinct competitive advantage so you can rise above the crowd and achieve extraordinary success.