

Find out why so many clients ask Michael Corcoran,

“Do you work here?”

Michael Corcoran knows that MIND-SET MATTERS...in fact, it's our mind-set, attitude and philosophy that shapes the way we do business.

Michael knows this instinctively...he's been there. As a highly successful sales and management consultant, business owner, author and speaker, he has uncovered the secrets of creating a company culture. His presentations focus on communication skills...sales...employee development... management and leadership development...ethics... and exceptional business practices.

His presentations - delivered as a keynote, a breakout session, a half or full day program - focus on what matters most to your organization...accountability, implementation and results.

If you need a speaker that makes a connection with your group...draws his tried-and-true business solutions out of your audience in a witty and interactive style...engages your team in frank and honest dialogue...breaks things down into easy-to-use components...and leaves the audience with tools that can be applied that same day...you need Michael Corcoran.

Topics Include:

Creating Company Culture
Leadership Development
Customer Development
Sales Management
Mind-Set Matters
Sales Training



**mind-set
MATTERS**

MICHAEL CORCORAN

**“Mike
doesn't
supply you
with a life
vest - he
teaches
you how to
swim.”**

**Dr. Martin Kober
Sales Manager
Nexstar Pharmaceuticals
Munich, Germany**

What a **CONCEPT...**

What if you could hire a speaker who thought it was about your audience and not about himself?

You'd hire Michael Corcoran!

Advanced Energy
Allos Therapeutics
Anheuser Busch
Archway Cookies
COIT
Complex Tooling & Molding
Cort Furniture Rental
Denver Brick Company
EKS&H
Evolving Systems
Gilead Sciences
Great West Life
John Deere
Lucent Technologies
Mile Hi Tours
Multi Foods
NeXstar Pharmaceuticals
9News-KUSA TV
Proligo
QUARK
Rail Europe
Renaissance Mark

“The numbers are quite impressive. The Account Rep Program is up 40% over last year. Since these groups represent over \$3 million in total sales, the increase is substantial. Your programs have been a major part of that success.”

- Jack Day, Director of Business Development
John Wiley & Sons Inc. New York, NY

mind-set MATTERS

MICHAEL CORCORAN



A highly successful and proven management professional, Michael Corcoran has 25+ years experience leading sales, service and management teams to consistently meet and exceed organizational goals and expectations. His strong leadership and team-building skills have enabled him to foster working environments which encourage and reward creativity, unlocking employee potential, and increasing loyalty and accountability. Michael has consistently demonstrated that such an atmosphere positions people to outperform current standards and achieve previously unattainable goals.

Michael has developed and delivered sales, service and management/leadership programs in 15 countries around the world, while creating sales and management training development programs for individuals, sales and management teams, from mid-level to senior executives, for businesses and associations large and small.

What's his big secret? He doesn't push theory and lofty goals on your organization. Instead, he quickly cuts through to the heart of your needs, allowing your people to generate their own ideas through lively discussion and highly topical examples. When your session ends, your attendees have concrete tools they can immediately use to generate revenue and create a winning business environment.

“I've seen hundreds of speakers and heard it all... time and again... but this time I really GET it. Thank you, Mike, for opening my eyes to what we need to do... for breaking down our complex challenges into portions that we can actually accomplish.”

- George Case, Sales Representative, Renaissance Mark, Orlando, Florida