

*“You can have everything you want out of life if you help enough other people get what they want” ~Zig Ziglar*

## DAVID SHOUP

### WORK EXPERIENCE

*Expert in direct sales, recruiting, leadership, managing, and laughing*

#### **SOUTHWESTERN CONSULTING**

##### Professional Sales Trainer & Business Coach

- Customized one on one coaching programs to 40 direct sales specialists from all various professions on a bi-weekly basis and provided individual accountability
- Consulted 12 managers/owners to help improve their recruiting techniques, organizational sales and companywide tracking systems
- Proficient with Infusionsoft (CRM)

#### **MOTIVATIONAL SPEAKER**

##### Founder of Life is Hilarious

- Spreading Joy and laughter
- Speaking engagements cross the U.S
- Keynote speaker for an evening of empowerment

#### **FREEDOM PERSONAL DEVELOPMENT**

##### Inside Sales Development Leader

- Managed and trained new employees to become top producers
- Created innovative systems within the company to improve efficiency

##### Northwest Regional Director

- Presented sales and personal development concepts to over 1500 businesses and 20,000+ individuals
- #1 Salesperson & Record Breaking Producer
- Worked with countless Fortune 500 companies to improve performance
- Delivered public and in-house workshops in Washington, Oregon, Idaho, California, Utah, Colorado & Texas
- Coached / trained inside sales team in all aspects of the sales process from call techniques, cycle of sale, follow up procedures, scheduling, and CRM management
- Customized in-house trainings with Microsoft, Milliman Actuaries, Lilly Pharmaceuticals, Washington Athletic Club, Allstate Financial Services, Michelson Packaging, Simplot Company, Southwestern Advantage, City of Mercer Island and others...
- Instructed 50+ live 8 hour workshops to over 10,000 attendees/clients
- Topics for live workshops included: Memory Training, Speed Reading, Time Management,

Goals Achievement, Becoming Roadblock Resistant, Climb Your Own Mountain & Mindset of High Achievers

- o Created first webinars for FPD in Memory Mastery and Memory Mastery: Numbers Edition – Instructed 500 students in 1<sup>st</sup> year (2012)

## **ALLSTATE FINANCIAL SERVICES**

### Corporate Sales Trainer

- o Created sales scripts and presentations for over 20 partner agencies
- o Developed and implemented both internal sales and external partner agency tracking systems
- o Increased organizational sales by 30% in 2013 from previous year
- o Added 7 new Exclusive Agents (EAs) to our base in 2013
- o Retained ALL partner agencies from 2012 in 2013 (100% organizational retention)
- o Became Licensed Life & Disability Specialist to better understand business model

## **KELLOGG BROWN, & ROOT: IRAQ CAMP SCANIA**

### Morale & Welfare Coordinator

- o Created events and entertainment activities
- o Encouraged wellness and promoted group experiences
- o Managed a Morale, Welfare, and Recreation facility on a base in Iraq
- o Created and implemented all MWR programs designed to boost the troops spirits
- o Worked directly with thousands of soldiers one on one and in large groups with the sole purpose of maintaining high morale

## **NEW YORK SPORTS CLUB**

### Wellness Coordinator, Manager & Trainer

- o Top 5 Manager of All New York
- o Personally coached and trained over 250 clients (many of whom remained my clients for years) to achieve their health and fitness goals
- o Maintained Top Salesman and Top 25 companywide for 2 consecutive years (2003 & 2004)

## **THE SOUTHWESTERN COMPANY**

### Corporate Sales Trainer

- o Responsible for training 400+ first year and experienced salespeople for direct sales summer program that generated \$3.75 Million Retail
- o Created sales content for sales force during summer and leadership training for managers
- o Developed sales and leadership training manual that was adopted and implemented companywide

### Organizational Leader, Student Manager, Salesperson

- o Established principles of salesmanship through direct sales (i.e. schedule, positive attitude, goal setting and self motivation) in prospecting over 3000 families each summer
- o Personally recruited, trained, and managed 13 salespeople who generated \$437,500 in

Retail

- o Earned Gold Seal Gold Award (working 80+ hours/week all summer), Top Sales Person (Top 3% in Company), Top Manager Award (Top 2% in Company)

## EDUCATION & CERTIFICATIONS

- North Carolina University: Masters Degree (MA)
- Central Washington University: Undergraduate Degree (BA)
- Jack Canfield 1-Year Breakthrough To Success & Platinum Group

## ACCOMPLISHMENTS

Keynote Speaker at Evening of Empowerment

Summited Mt. Rainier in 2012

Completed Bend Triathlon & Chicago Marathon

United States Memory Championships Contestant

Awarded Distinguished Alumni of they Year at Central Washington University