



≡ *Get Marvinized!*[™] MOTIVATION & SUBSTANCE

About Marvin Montgomery

For more than 30 years, Marvin Montgomery has earned widespread national recognition and praise for his informative, practical and stimulating programs that reflect his basic philosophy: "Preparation and practice are the keys to sales success."

Marvin began his career with one of the nation's largest jewelry chains and worked his way up to the director of sales position. It was here that Marvin began refining his approach to training. In total he trained more than 1,200 associates in 95 stores during his time with the organization.

Since that time, Marvin's captivating presentations have assisted hundreds of organizations to meet or exceed their sales goals using his training programs. Many of Marvin's clients have said that getting "*Marvinized*" has truly made a difference in their company and Marvin has become a mandatory part of company training.

In addition to his training programs, Marvin has given keynote addresses, public workshops and presentations for all industries, professional services, chambers, associations and organizations of all sizes. His addresses include such topics as "Are You Practicing on Your Customers?", "How to Cultivate New Clients While Maximizing Your Existing Ones" and "Customer Service: The Unexpected Extras that Make the Difference."

Marvin is the author of *Practice Makes Perfect: The Professional's Guide to Sales Success* as well as the soon to be released book, *Training Wheels*. He is also a regular contributor to magazines such as Smart Business Cleveland and Smart Business Akron/Canton, COSE Update, and the Cleveland Plain Dealer.