

## **Richard Grehalva Bio** **“The Motivation Teacher”**

The industry expert in persuasion and influence in creating a consultative mindset in sales, leadership and life. Richard is a Consultative Sales Expert, Trainer, Consultant, Coach and Motivational Speaker has positively impacted thousands of people and organizations worldwide.

Richard is the author of *Unleashing the Power of Consultative Selling* “Selling the way your customer wants to buy...not the way you like to sell.” [www.eHow.Com](http://www.eHow.Com) uses Richard’s book to teach “The Steps in Consultative Selling” The ESC Clermont Graduate School of Management uses *Unleashing the Power of Consultative Selling* as a required textbook for the International Project Management Program. He developed a registered and trademarked sales methodology called *Sales Mapping* “The process of connecting the dots and winning customers for life.

He took an exceptional successful background in senior executive leadership domestically and globally (over 20 countries) in operations, sales, marketing, business development, project management and change management in developing his programs.

He sought out the best peak performance techniques in communication and business processes in creating his core processes. After many years of field testing he founded his company RGI Inc. Richard understands why his corporate clients and coaching clients do not want theories or advice. They want practical ways to get tangible results to complex problems and measurable bottom line performance. “Results Not Advice” is the foundation of his company and all his programs are measured against.

Richard is a Master Practitioner NLP, Certified Trainer Accelerated Behavior Change, trained in the Language and Behavior Profile, and a Compression Planning facilitator. To maintain his competitive juices he is a race car driver. He uses in car video to illustrate his points in his motivational speaking programs. He is a member of the Experts Industry Association.