



ALLEN CHASEY

Life Coach

CATEGORIES

Keynotes
Conference Break Out Sessions
Workshops
Seminars
Corporate Training
Motivational Speeches
Business Events

SPEAKER BIOGRAPHY

Curiosity, an aptitude for fixing things, and early hands-on experience in an automotive shop as a teen led Allen to a successful career in sales and product development, solving technical and organizational problems through a structured analytical approach. This foundation paved the way for him to develop a unique ability to capture key customer insights regarding unmet needs in new and highly technical markets through intimate Voice Of Customer engagements.

SPEAKING TOPICS

Specialist in Sales, Leadership, New Product Development, Problem Solving Process, Life Coaching and Writing

How to find the right life path

Everyone has a part to play in life with talents and abilities unique to them. The key is to find, develop, and nurture those talents to find your purpose and direction in life.

New Product Development Process

Any organization wanting to develop a new idea must have a solid process from cocktail napkin to turnkey product. The process I describe helps companies accelerate the process and ensure success while limiting risk.

Optimizing the Selling and Buying Process

Although there is a selling process, it's really more about the buyer's journey. A good seller will recognize the "customer evidence" at each stage, validating the path. The human element (authenticity, genuineness, transparency, trust) in any sales transaction that requires effort is paramount to success.

ACHIEVEMENTS

- Board of Advisors, Seton Hall University
- Stillman School of Business BS in Applied Physics (Jacksonville University)
- Published Book: "A (Humble) Salesman's Guide to Success"