



PAUL M. NEUBERGER



Paul M. Neuberger

Executive | Keynote Speaker | Entrepreneur | Sales Trainer

Paul M. Neuberger believes in making the impossible possible. A masterful speaker and trainer, he challenges people to dig deep and discover talents they never knew they had. Whether it's working hands-on with small teams or presenting in front of hundreds of people, Paul is adept at truly connecting with his audience and getting to the heart of important issues. He has worked with leading organizations around the world to help improve effectiveness, performance, and cultivate a stronger sense of passion in the workplace.

A sales expert, Paul is known to many organizations as The Cold Call Coach. He has taught thousands of students in more than a hundred countries through his Cold Call University program, helping sales professionals in a range of industries close more business in less time than ever before.

Paul serves as President of The Starr Group, a trusted leader in the insurance field. He is also the Chairman of the 2019 American Heart Association Milwaukee Heart Walk. Paul resides in Wisconsin with his wife and three children.



“

"Paul is the most energetic and engaging speaker I have had the chance to see. Like the scripts he helps his audience design, I was hanging on his every word." – Cody Garvin / Sales Manager at Express Employment Professionals

”

SPEAKING TOPICS

Instantaneous Differentiation: How to Make Yourself Memorable

One of the ultimate secrets to professional success is something that everyone is aware of, but very few people know how to execute: differentiation. When you're the best person for the job, how do you communicate your value and stand out from the crowd? And how do you craft that message in a clear, concise, articulate manner that leaves a lasting impression?

Paul M. Neuberger is a master communicator who understands the art of winning people over. He knows it isn't about saying what people want to hear; it's about effectively showing who you really are.

Unfortunately, people have a tendency to overlook the characteristics or experiences that make them truly unique and valuable. By taking a step back and focusing on the intangible qualities that are linked to trust and likeability, Paul helps audience members discover how to bring more of themselves to every interaction they have. The result? Instantaneous differentiation—built entirely through authenticity.

This high-energy keynote has been transformational for professionals in a range of industries. Whether you want to close more sales, improve your networking skills, or enhance your leadership presence, Instantaneous Differentiation is for you!

“

“Very enlightening, engaging, and most of all, the information was very actionable – one of the best public speeches I've ever seen!” – Piero Spada / Independent Vineyard & Winery Consultant at Piero Spada, LLC

”

EVERYBODY'S AN ENTREPRENEUR

Entrepreneurs have always been respected and admired for their success. They are the ultimate “can do” people, breaking boundaries and taking the world to new places through hard work, dedication, innovation, and smart risk-taking. Although it's easy to see why these qualities are essential for entrepreneurs, a lot of people don't realize the same qualities are just as valuable for employees.

In this inspiring keynote, Paul M. Neuberger shows audiences what's possible when an entire company embraces their inner entrepreneur. Imagine the productivity and engagement in a company where everyone tackles each opportunity, interaction, and situation in life as if they were the business owner!

Paul will show how a subtle shift in mindset opens the door for major change. From discipline, to practice, to competing with yourself instead of against others, Paul shares the seven ways that acting like an entrepreneur can change your life and career trajectory.

But it isn't all about employees. To make a real companywide transformation, leaders at all levels must truly embrace and incentivize entrepreneurial actions. Paul will show you how. Learn how you can usher in an era of unprecedented success at your company by focusing on the principles of entrepreneurship!





PAUL M. NEUBERGER

PSYCHOLOGICAL SELLING

How to Connect with Prospects on a Deeper Level

Whether we realize it or not, we are emotional buyers. We routinely make purchases based on how products, brands, and salespeople make us feel—from the insurance plan that gives us peace of mind, to the new sports car that quells a mid-life crisis, to the jeans that made the sales associate do a double-take. Our emotions often defy logic, but when we feel really good about something, we usually buy it.

As a salesperson, chances are you are not using this reality to your advantage! In this intriguing keynote, Paul M. Neuberger will walk you through the neurological physiology of emotional selling. In other words, he explains why all customers' brains are wired to respond to emotion, rather than what you say or the details of what you're selling. It's a totally different way of approaching cold calls, sales presentations, and all interactions you have with prospects or clients—and it is truly transformative.

Using the Top 5 Tips of Psychological Selling, Paul shows audience members how to connect with prospects on a deeper level, while also bringing more of their authentic selves into each interaction. People will leave with a new perspective and a plan they can start implementing immediately to become more effective than ever before.

THE SECRETS OF COLD CALL SUCCESS

Improving your cold call skills can transform your business and make your income skyrocket. But for most salespeople, making progress on this challenging part of the job is a long and arduous journey. Until now.

In this high-energy keynote, Paul M. Neuberger shows how becoming better at cold calling isn't about luck or a numbers game; it's about strategy. Better known to leading organizations around the world as The Cold Call Coach, Paul is a master of his craft. He has taught thousands of students in more than a hundred countries through his Cold Call University program, helping sales professionals in a range of industries close more deals in less time than ever before.

Paul's game-changing methodology punches conventional wisdom in the mouth. He covers a range of critical information in this jam-packed keynote, including methods for reducing call reluctance, creating a sense of urgency with prospects, and crafting the perfect cold call script. He also shows how to leverage sales psychology to connect with your prospects quickly, while driving memorable conversations that show your value. With Paul's insight, you will be able to get in front of who you want, when you want, for whatever reason you want.

There has never been a better time to use the phone to close sales. Experience the transformation that properly-executed conversations can make on your career!

“

“I loved the talk! Paul ROCKS! Having been in the sales field for many years and watched a lot of sales leaders, I can tell, Paul's a great one.” – Louis Young / National Accounts Manager at Design Phase, Inc.

”

SILENCE OF THE LAMB

A Wakeup Call for Christianity

Ever notice how frequently Christians are mocked, silenced, minimized and vilified? Keynote speaker Paul M. Neuberger has ... and he's done being quiet. A devout Christian who trusts God to guide his path, Paul has issued a call to arms for fellow people of faith to stand up and be counted. Are you ready?

"Silence of the Lamb: A Wakeup Call for Christians" weaves Scripture and modern-day realities into a tableau of the threats facing Christianity in America ... and how the time to act is now.

Hope is not lost by any means. Inspirational speaker Paul M. Neuberger advocates for love, generosity and kindness as solutions.

The Bible is filled with stories of everyday people who overcame tremendous obstacles to further God's purposes. We, as imperfect individuals struggling with challenges all around, can do the same.

Paul's powerful presentation, "Silence of the Lamb: A Wakeup Call for Christians," will open your eyes to how close we are to losing Christianity ... and the role each of us can play to ensure that God's Word continues to be a strong, compassionate guiding force in our nation.





UNAFRAID

Leaping the Hurdles of Fear to a Full Life

Do you have fears? Of course. Everyone does. Fear is an eons-old biological warning system. What if you learned that tremendous success and personal fulfillment lie *just on the other side* of those fears ... and overcoming them could unlock amazing potential?

Paul M. Neuberger's energizing presentation, "Unafraid: Leaping the Hurdles of Fear to a Full Life," digs into the roots of fear, and shows how you can redirect this oft-paralyzing emotion into a catalyst for success.

Fear isn't just about spiders, or snakes, or phobias. Have you ever passed on applying for a promotion out of fear of rejection? Or not entered a contest for fear of doing poorly? Or feared to ask out the girl or guy you adored ... and now see them hand in hand with someone else?

Everyone has a similar story (whether they admit it or not). Paul once faced crippling fears himself. Now he speaks openly of them, to audiences in the thousands.

Growth and opportunity regularly partner with fear. Paul will help you identify when, rather than frightening you, fear is actually opening a door to explore. He explains how fear fuels ambition and curiosity, pulling us out of comfort zones that disguise stagnation.

Time waits for no one. Are you ready to seize these moments?

You've probably never heard a presentation like this. So have no fear: Your audience will walk away with new perspective, and a verve to see what's beyond their own previously-insurmountable walls. The only thing to be scared of, is not taking the leap!

INSANE PRODUCTIVITY

Getting More Done (Than You Ever Thought Possible)

How many times have you asked yourself, “How can I get more done?”

You probably know the standard answers: Manage time better. Make lists. Follow the “80-20 Rule.” All are nice, unoriginal ... and wrong.

In “Insane Productivity: Getting More Done (Than You Ever Thought Possible),” Paul M. Neuberger dives into the “hidden” factors that allow you to do more with the time you have. His presentation is guaranteed to open your eyes (and mind).

Uninhibited productivity goes far beyond processes or buzzwords. It’s about grasping the *triggers* of productivity. Key elements in life drive personal output. Master them, and the world is yours.

Forget conventional wisdom about getting more done. Instead, ponder these questions: Whom do you “do life” with? What is your identity? How is your mind fed? Which “fish tank” are you living in?

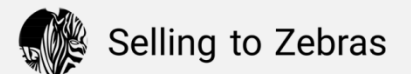
The answers determine your personal productivity. Address the real reasons why there never seems to be enough time in the day, and *conquer* them ... using Paul’s insight and enthusiastic guidance.

You can work less, make more money, and have more time with family. Paul’s presentation will lead you to *insane* productivity, and a better life. Are you ready to have it all?

CLIENTS INCLUDE



CLIENTS INCLUDE





PAUL M. NEUBERGER

INTERESTED IN HAVING PAUL

WORK WITH YOUR

ORGANIZATION?

CONTACT US TODAY

www.paulmneuberger.com | info@paulmneuberger.com | 414-313-8338

Paul M. Neuberger