



Butch Bellah

Speaker · Sales Trainer · Author



"Butch you imparted your knowledge on our group, Realtor Association of Acadiana. Your talk on "If You're As Good As You're Gonna Be, Life's As Good As It's Gonna Get" offered us innovative ways of thinking, as well as being motivating, informative and interesting. It's not often that we bring in a speaker that uses humor and knowledge quite the way you do. People still talk about your speech and we look forward to having you back again."

Lori McCarthy,
Van Eaton and Romero, 2015
President
Realtor Association of Acadiana

"Butch's energy and smile filled the room from the time he was introduced to his standing ovation. Those lucky enough to attend the chamber luncheon heard a great message titled 'If you're as good as you're going to be, life's as good as it's going to get'. Butch connected with the audience through humor and personal experiences to show fun ways to succeed in life and work. In only one hour he was able to motivate local small business owners to embrace C-H-A-N-G-E not only to grow their business but to evolve employees into brand ambassadors. If that wasn't enough, after speaking, several attendees were asking him about coming to their own business retreats."

Rhonda Jones
MidSouth Bank
Natchitoches City President

B2 Training & Development
Business & Sales Coaching
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Selected Topic Titles

Is This All There Is? – If You're As Good As You're Going To Be, Life's As Good As It's Going To Get

In his most popular presentation, Butch challenges his audience to embrace change and innovation and stresses the fact that one can NEVER stop learning and improving. Your team will improve after this talk – because they will WANT TO!

Habits Of Superstars

Based on Butch's book, The 10 Essential Habits of Sales Superstars, this powerful talk is geared toward sales professionals, small business owners, entrepreneurs, solopreneurs and anyone who wants to develop solid habits to grow their business!

The G.A.M.E. of Sales

In this talk, Butch opens sales professionals' eyes, minds, and hearts. He dives into Goals, Attitude, Motivation, and Education as the cornerstones of a successful sales career.

Don't Worry About Changing THE World, Change YOUR World

In this popular talk, Butch offers actionable steps anyone can take to be a Difference Maker TODAY in their community. A perfect presentation for civic organizations, churches and schools.

Behind the Mic

If he had been asked on May 18, 2009, if he wanted heart surgery, his answer would have been, "I don't want it! I don't need it! And I can't afford it!" Once his cardiologist showed him some test results, "I not only wanted it, I needed it. I found a way to afford it. And I wanted an EXPERT to do it!" 190 days after his triple bypass heart surgery, Butch ran his first 5K in 36:45 and completed his first half marathon a few years later.

Butch likens his objections to the obstacles customers put in front of sales professionals every day. He trains salespeople to be "The Expert" to help their prospects "find the blockage" to becoming customers. He focuses on making his clients Decision Makers in their lives and businesses and he's been there himself!

From his first corporate job at 21, it took Butch only 4 years to be promoted to Division Sales Manager, then another short 5 years to Vice President of Sales. At 35, Butch was a minority shareholder as he and a business partner bought the company. He was instrumental in growing it from a \$35 million local business to one of the largest wholesale food distributors in the nation with annual sales of over \$200 million.

While racing up the ladder of sales and financial success, Butch was able to live his passion by performing as a stand-up comedian all over America. He honed his skills as a speaker and enjoyed what he calls, "the BEST sales training I ever received." He founded B2 Training & Development to bring his knowledge, experience and passion to sales professionals, small business owners and others providing them with tools to stop merely surviving and start thriving.

Butch recently signed with Wiley & Sons Publishing to author, Sales Management For Dummies September, 2015. His first book, The 10 Essential Habits of Sales Superstars: Plugging Into The Power of Ten is available at Amazon. He lives in Dallas with his wife Angie. They have three grown children, a dog and four grand dogs and will celebrate their 30th anniversary in 2015.

BOOK BUTCH BELLAH TODAY · butch@butchbellah.com · 337-384-9204

Using Real World Experience To Build Out-Of-This-World Talent!



BUTCH BELLAH

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What Others Are Saying

“Nichols Inc. was honored to have Butch Bellah as their featured speaker at their 100th Anniversary Motivational Seminar. During his presentation, Butch addressed the importance of ‘change’ in order to meet the demand of an ever-changing customer. Our associates were impressed with his easy to understand approach to becoming a ‘superstar’ of sales. Butch’s presentation was energetic, inspiring, motivational, and above all FUN!!! We are looking forward to having him as our featured speaker at our future sales training seminars!”

—Debbie Nichols, Nichols, Inc

“Butch is, first and foremost, a tremendous salesman in his own right. He has the skills, the mindset and the ability to coach others to success, as he has proven time and again. Perhaps the most important thing about Butch is his heart for helping people improve their lives.”

—Hugh Liddle, CEO, Red Cap Sales Coaching

“Butch brings energy and creativity to every task. I highly recommend Butch for any organization. He is truly a ‘Difference Maker!’”

—Paul Thronson, VP Operations, Title Fleet Services

“He’s a high energy dynamo that shows you how simple it can be to take your success to the next level and inspires you to do just that. He’s the kind of trainer, professional speaker, consultant, that you’ll ask back time and time again.”

—Debra Lindsey, CME, Spartan Realty

“Butch is a great leader and one who expresses his leadership skills by example. I would not hesitate to recommend Butch for any leadership or training position that he applies his skills to, especially in the professional sales arena.”

—Willis Turner, CAE, CSE, CME
President & CEO-Sales & Marketing, Executives International

“Butch adds his background as a humorist and knows how to sell - he walks his talk. You will be pleased with his honest approach and take-action attitude. ”

—Amy Kinnaird, President, UnCommon Sense Marketing

“Though we have a veteran, seasoned group of salespeople, Butch always produces unique and relevant training lessons that our team actually uses. His impact is immediate and we’re already looking forward to our next event!”

—Will Broyles, Vice President, Pel State Services

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