

LARRY YOUNG

AUTHOR * SPEAKER * BUSINESS DEVELOPMENT STRATEGIST * ENTREPRENEUR

ADDITIONAL TESTIMONIES

"The sales strategy that Larry Young has laid out is a game-changer for sales teams-right on point and addressing the changing selling environment of today. Expect growth in your organization from these tools."

- G. Deetz – Senior Director of Business Development, BOK Financial

"Larry Young is a thought leader in the B2B sales and marketing space. I thought I had heard everything in sales, but his concepts helped my company grow substantial market-share!"

- Tim Schut – VP of First Premier Bank

"I had the opportunity to listen to Larry presentation on differentiating from the competition at our statewide directors' event and I would refer him with no problem."

- R. Christopherson – SVP Citibank

"Larry offered fresh ideas on how to differentiate our organizations from everyone else. I was able to implement some of his ideas at a board retreat I held one week later. Board members certainly noticed and commented on how inspired they felt at the end of the meeting! I highly recommend Larry and the innovative ideas he brings to the table."

- Leslie Morrow – State Executive Director, South Dakota

"Larry Young is an excellent trainer, speaker, and leader. I have used Larry's training to engage our sales staff on market share and relationship building. He is a dedicated expert and I would highly recommend him."

- A. Walsh - VP Central Bank

"I had the pleasure of listening to Larry at our YPN Crossroad Summit. Most of the time at these conferences the material is repeated and very little takeaways. This was not the case with Larry Young. He brought innovative ideas by using stories and great examples. I walked away with a plan of action"

-O. Essig - Director - Sioux Empire United Way

"Larry was a speaker at our local conference. He was truly inspirational talking to us about thinking big. I would highly recommend him as a speaker"

-A. Moe - Development, Trainer of Sales professionals.

"Larry leads by example and is an inspiration to many with his drive and demeanor. His events leave me feeling motivated. He is captivating, engaging, includes light humor, and makes you wish his sessions were longer."

-A Carstenson - Business Development Midwest Bank



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PARTIAL LIST OF WHO HAS LISTENED TO LARRY

Arizona Business Bank

BOK Financial

Citibank, NA

Dakota Wesleyan University

EQUIP Business Institute

First Bank and Trust

First Premier Bank

Graduate School of Banking Colorado

Green Flage Entrepreneurs

Lewis and Clark Specialty Hospital

Mesa Masterminds

Mesa Chamber of Commerce

Mesa Community College

Mesa Leadership Group

Mesa Rotary

Mitchell Technical Institute

National Field Archer Headquarters

National Speakers Association

Non-Profit Vitality Council

Norwest Financial Bank

One-Million Cups Event

Sales and Marketing Executives Inc

Senior Core of Retired Executives

Sioux Empire United Way

Sioux Falls Annual Chamber event

Small Business Administration

South Dakota Bureau of HR

Two Bridges Capital

University of Sioux Falls

Vermillion NOW Campaign

Wells Fargo

Wolf Water Sports

Yankton Area Progressive Growth

Young Professional Crossroad Summit

Yankton Chamber of Commerce

CONTACT INFORMATION

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