



# LARRY YOUNG

## PERFORMANCE SPEAKER

WALK THE WALK INSIGHTS

---

TARGETED FOR YOUR EVENT

---

ENGAGE FROM THE STAGE

---

POWERFUL STORIES

---

GUARANTEED RESULT

TOPICS INCLUDE:

---

Modern Business Development\* | Visionary Leadership\* | Winning Cultures\* | Emerging Leadership\*  
Executive Leadership Strategy\* | Growing Market Share\*



## LEADERSHIP & PERSONAL DEVELOPMENT TALKS



### WALK FARTHER THAN YOU HAVE WALKED BEFORE

**When is the last time you did something for the first time?** How often do we truly move outside our comfort zone? How do we develop our own strong personal board of advisors? The answers to these questions can break down these barriers and take our development to a level that is unparalleled.

Great leadership development is strategic and intentional at reaching new heights. This talk will give you the tools and the exact path to finding a version of your leadership you never thought possible.

This keynote is filled with powerful strategies and stories that will help participants to shatter their leadership limits. Leaders will learn to become uncomfortably fearless and the power of building a team that pushes you to higher levels of achievement.

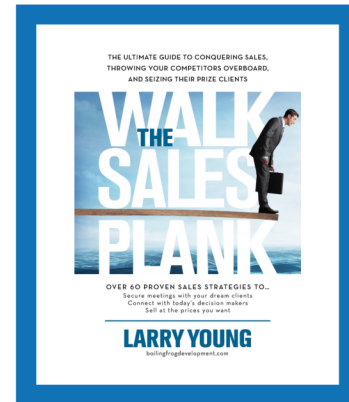
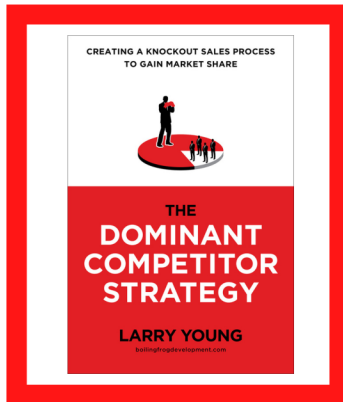
### BECOMING THE HERO OF YOUR OWN STORY

What would happen if we became the hero of our own leadership **STORY**, the **LARGER-THAN-LIFE** version of us? elite leaders have a different way of thinking about growth and success...bigger! This superpower changes everything because it opens ones mind up to seeing larger possibilities and the courage to take massive action.

**Fast rising leaders are focusing strategically ON exactly who they want to become.** This thinking gives them a more effective and less traveled path to achieving greatness.

This keynote will challenge the status quo and give participants a roadmap to developing powerful leadership skills. This talk will change the way one thinks about their ability to accomplish amazing things!

# SALES & TEAM BUILDING TALKS



## BECOMING THE HERO OF YOUR TEAMS STORY

What if we as a leader delivered the same value and service to our teams that we require them to give to our clients? What do our teams truly want from us to become the best version of themselves? To allow them to become the hero of their own story? Are we up for trying new things and adapting to change?

The talk unfolds with a mix of humor, wit, and captivating stories, pushing participants to rethink how they deliver value to their teams. The theme is **'In order to grow market-share, we have to grow our teams.'**

Step into the dynamic world of today's sales leadership, where the quest for outstanding team performance is like an exciting adventure. The goal of this keynote is to empower sales leaders with actionable strategies that deliver the best value to their team, and then in the end to their clients.

## BECOMING THE HERO OF YOUR DREAM CLIENTS STORY

This is a powerful content driven keynote that changes the way we look at sales in today's changing environment. Sales professionals can win dream clients by becoming a problem solver not a product pusher!

We have to lose sleep over finding ways to create value and solve problems for clients. This information is based off some main concepts in my book, **The Dominant Competitor Strategy and Walk the Sales Plank.**

Sales professionals will learn how to demonstrate, enhance, and monetize the value they create for clients. The game-changing strategies give sales professionals the tools to know exactly what is important to a CLIENT'S decision process, conduct powerful sales conversations, and deepen business relationships.





## SELECTED CLIENTS

### TESTIMONIALS

"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, BELL BANK**

"LARRY YOUNG IS A THOUGHT LEADER IN THE B2B SALES AND MARKETING SPACE. I THOUGHT I HAD HEARD EVERYTHING INS 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. I HIGHLY RECOMMEND LARRY AND THE INNOVATIVE IDEAS HE BRINGS TO THE TABLE."

- **LESLIE MORROW - STATE EXEC DIRECTOR, SOUTH DAKOTA**

"LARRY WAS A GUEST SPEAKER AT A LOCAL CONFERENCE I ATTENDED AND CONVEYED THE IDEA OF THINKING BIG WHILE BECOMING THE TYPE OF INDIVIDUAL NEEDED TO ACHIEVE THOSE DREAMS. HE WAS TRULY INSPIRATIONAL AND HIGHLY RECOMMEND SPEAKING WITH OR ATTENDING ANOTHER AUTHENTIC CHAT BY LARRY!"

- **A MOE - TRAINER AND SALES DEVELOPMENT**

'LARRY YOUNG IS AN EXCELLENT TRAINER AND SPEAKER. I HAVE USED LARRY'S TRAINING VIDEOS TO ENGAGE OUR SALES STAFF. HE ENGAGES THE AUDIENCE WITH WIT AND HUMOR THAT INSPIRES PERFORMANCE. I WOULD HIGHLY RECOMMEND TO ANY ORGANIZATION.'

- **A WALSH - VP FIRST INTERNATIONAL BANK**

- Arizona Business Bank
- BOK Financial
- Bell Bank
- Chambers Bank
- Citibank, NA
- Dakota Wesleyan University
- Disrupt HR
- EQUIP Business Institute
- First Bank and Trust
- First Premier Bank
- Graduate School of Banking CO
- Lewis and Clark Specialty Hospital
- Mesa Masterminds
- Mesa Chamber of Commerce
- Mesa Leadership Group
- Mesa Rotary
- Mitchell Technical Institute
- National Field Archer Headquarters
- National Speakers Association
- Non-Profit Vitality Council
- Norwest Financial Bank
- Reliabank
- Sales and Marketing Executives Inc
- SD Engineering Association
- SME Leadership Summit
- Senior Core of Retired Executives
- Sioux Empire United Way
- Sioux Empire HR Association
- Sioux Falls Annual Chamber event
- Small Business Administration
- South Dakota Bureau of HR
- S & P Global
- 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

## ABOUT LARRY

STARTING AS YOUNG SHOE SALESMAN TO A FAST RISING EXECUTIVE WITHIN TOP 5 FINANCIAL FIRM, YOUNG LEARNED TO BUILD SALES TEAMS AND GROW MASSIVE MARKETSHARE.

HE GAINED A REPUTATION IN THE CORPORATE WORLD AS THE 'MARKET RESUSCITATOR' BY GROWING \$400 MILLION DOLLAR BUSINESS LINES FROM SCRATCH AND TAKING DYING MARKETS AND BRINGING THEM BACK TO LIFE.

YOUNG IS ALSO A SOUGHT-AFTER PROFESSIONAL SPEAKER, AUTHOR, AND SERIAL ENTREPRENEUR. LARRY HAS BEEN FEATURED ON NATIONAL PODCAST, RADIO INTERVIEWS, AND NUMEROUS TV AND PRINT MEDIA OUTLETS.

NOW LARRY YOUNG IS THE OWNER OF BOILING FROG DEVELOPMENT, A BUSINESS DEVELOPMENT CONSULTING FIRM WHICH HELPS ORGANIZATIONS KNOW EXACTLY WHY THEY ARE WINNING AND LOSING DREAM CLIENTS. HE HELPS THEM TO REALIZE, ENHANCE, AND MONETIZE THE VALUE THEY CREATE FOR THEIR CLIENTS.

HE USES THIS INFORMATION TO DEVELOP POWERFUL SALES STRATEGIES, LEADERSHIP DEVELOPMENT, AND SALES TRAINING THAT WILL RESONATE WITH THEIR DREAM CLIENTS.

## CONTACT US



480-734-8323



[boilingfrogdevelopment@gmail.com](mailto:boilingfrogdevelopment@gmail.com)



[www.boilingfrogdevelopment.com](http://www.boilingfrogdevelopment.com)



[www.linkedin.com/in/young-larry/](http://www.linkedin.com/in/young-larry/)

