

## About Tim Wackel...



Tim Wackel is one of today's premiere resources for executives, business owners, and sales professionals who want to outmarket, outsell and outservice their competition. Known for his success as a speaker, trainer, consultant, and entrepreneur, Tim brings real-world advice and practical wisdom to organizations that need to build customers, relationships and the bottom line.

Tim speaks from a lifetime of accomplishments and first-hand experiences. During a 20 year career, he has been responsible for a \$50 million sales organization, a top sales producer in a 10,000-person sales force, vice president of marketing for a professional association, sales director for a start-up company, business owner, and a successful third grade girls' soccer coach! Tim understands what it takes to lead and motivate teams to achieve success.

Today Tim is a trusted resource for leading organizations like Hewlett Packard, PricewaterhouseCoopers, Philips Medical Systems, and Cisco Systems. His travels have taken him around the world where his audiences have learned specific strategies for how to generate momentum in their markets, create excitement with their customers and improve their business results.

Tim is an active member of the American Society for Training and Development and holds a professional membership in the National Speakers Association. He earned his Electrical Engineering degree from the University of Nebraska and has completed advance studies at Southern Methodist University. Tim and his wife Debbie live in Dallas where they enjoy the constant trials and thrills of raising 2 teenagers. He is founder and president of a training and consulting firm based in University Park, Texas.