


Path to Mastery

# DAVID I. HILL SPEAKER KIT



 david@davidihill.com

 (774) 6963656

 www.davidihill.com



# AI Consulting



## BRAND STATEMENT

Path To Mastery is committed to inspiring and transforming business owners' lives by providing proven training and consulting on sales and marketing strategies for them and their teams.

## BRAND POSITION

We're the go-to experts in empowering business owners, entrepreneurs, and salespeople through top-tier sales and marketing training, coaching, and consulting.

## BRAND ATTRIBUTES

Accountability, Challenge, Encouragement, Support, Commitment, Community and Mastery.

## BRAND PILLARS

Training

Consulting

Coaching



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# ABOUT DAVID HILL

David I Hill is a leading expert on telephone prospecting. Over the past 35 years, he has worked as a salesperson in numerous industries and depended primarily on the phone to make sales. When other salespeople have switched to email or social media to reach contacts, David has stayed true to the communication medium of his roots. In doing so, he's invested approximately 30,000 hours talking to prospects on the phone, which is equivalent to a triple master's degree in phone prospecting.

David's experience selling over the phone started as a kid when he took his first job as a telemarketer. He quickly learned that what seemed to be a frustrating and difficult job for his peers came surprising easy for him. After his second telemarketing job, David helped build a magazine called Condo Media, where he spent most of his day cold-calling businesses to sell advertising.

David has spent much of his sales career in real estate, a highly competitive selling industry. In his first year at Keller Williams in 2002, David sold 42 homes through phone prospecting, far surpassing the average of only six homes per rep. In 2006, David founded Hill Team Associates, a sales division under KW, where he built a 25-30 million sales team.

He was one of only 100 certified National Instructors who are paid to teach at a national level—a major achievement considering the 140,000 agents at KW. KW University was awarded #1 Training Organization in 2015 by Training Magazine in 2015.



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Path to Mastery

He founded Path to Mastery Personal Development and he is the author of The Sales Playbook, and is the host of the podcast Path to Mastery. David's helped literally THOUSANDS of salespeople massively up their game on setting more appointments and closing more deals.

David also founded a sales training program called XF Bootcamp where he teaches a seven-week course on phone prospecting. He has shared numerous coaching techniques and exercises with participants and got glowing feedback. Many of the tried-and-true techniques he teaches in this course will be included in the book.

David's passion for helping others extends beyond sales. He had a rough childhood and endured the kind of family struggles that stop many people in their tracks. David didn't have the opportunity to attend college, so he entered the working world at a young age and became determined to improve his circumstances.



Motivational speaker, David Hill, spurs students to do something good with their lives at the CCC orientation on June 21



**DAVID LIVES BY THE FAMOUS WORDS OF ZIG ZIGLAR: "HELP ENOUGH PEOPLE GET WHAT THEY WANT AND YOU END UP WITH WHAT YOU WANT."**

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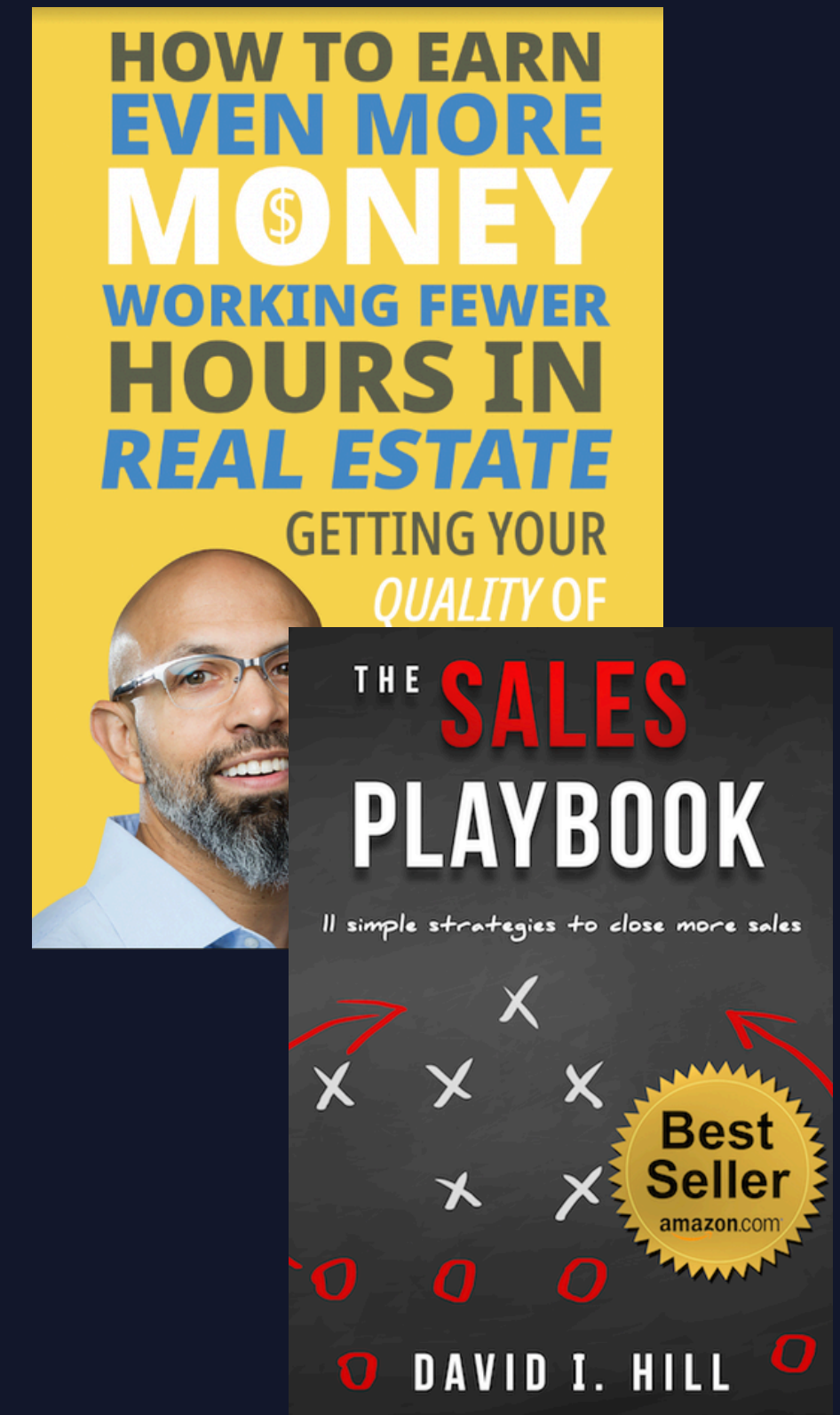
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**AUTHOR OF AMAZON BEST SELLING BOOK, "THE SALES PLAYBOOK" AND "HOW TO EARN EVEN MORE MONEY WORKING FEWER HOURS IN REAL ESTATE."**

**CURRENTLY DAVID IS A JOHN MAXWELL & CARDONE TECHNOLOGIES ELITE 10X COACH, SPEAKER, AND MENTOR.**

**DALE CARNEGIE EFFECTIVE COMMUNICATION GRADUATE**



MOST IMPORTANTLY, DAVID IS A DEVOTED FAMILY MAN, A GRANDFATHER, **THE PROUD DAD OF THREE WONDERFUL CHILDREN**—SAMARA, PENELOPE, AND JACQUELINE AND THE **LOVING HUSBAND OF VEE**. TO DAVID, **FAMILY ALWAYS COMES FIRST**, AND HE SEES IT AS THE CORNERSTONE OF EVERYTHING MEANINGFUL IN LIFE.

BEYOND HIS COMMITMENT TO FAMILY, DAVID HAS ACHIEVED THE REMARKABLE FEAT OF **COMPLETING THE IRON MAN RACE NOT ONCE, BUT TWICE**. THIS ACCOMPLISHMENT SPEAKS VOLUMES ABOUT HIS DETERMINATION, DISCIPLINE, AND PHYSICAL ENDURANCE.



# CLIENT LIST





# EVENTS

🎤 Sales Mastery (workshop based on Amazon Bestselling The Sales Playbook)

🎤 The One Thing Workshop (based on the best selling book by Gary Keller & Jay Papasan)

🎤 Customer Experience - KWU

🎤 Buy Worcester Now (Worcester Housing and Economic Development)

🎤 Win with Sellers, Seller Mastery | KWU

🎤 Broken Chains a talk given during Elementary & High school graduations.



# REVIEWS AND ENDORSEMENTS

## Jairek Robbins

Tony Robbins Companies  
San Diego, CA

I sent your information along to Julia, with a letter from me describing you and letting her know you are a man who gets results with absolute integrity and real heart!

## Jackie Ellis

Operation Principle Keller Williams Realty  
Boca Raton & Boynton Beach

I highly recommend this very special man and trainer to any market center or regional event. I personally will be encouraging David I Hill to visit our market centers again in the near future.

## Armando Espinosa

ExP Realty  
Houston, Texas

I challenge you to tap into the Sales Execution Workshop, take a look and tap into David Hill's products, and I've been coaching with them for a lot of months, if not two years. And. My business trajectory has just been going up and up and up because I am learning.

## Colleen Boyle Jolin

Tony Robbins Companies  
San Diego, CA

March 12, 2012

I write this letter today with an extremely high amount of passion for Trainer David I Hill. David recently taught a half-day lead-generating seminar in both of our Market Centers in South Florida. He was professional, exciting, knowledgeable, and very giving with our associates. David's class was well-planned and executed.

The glimpse he shared into his life and routines was informative and uplifting. He combines real-world practicality while helping his audience to remove their limiting beliefs.

I want to let you know that your class at the Easton Market Center on FSBO's has made a change in my life. I am now consistently calling them and following up. I have a listing/buyer appointment with a FSBO on January 27th. Thank you for teaching the class.



"Just wanted to give a quick shout out to David Hill and his coaching and Sales Execution Workshop. I think the main value are the fundamentals, having daily structure scripts, et cetera. You can't go wrong by many of these things. David is a wealth of knowledge. I think it is well worth your time to attend."

-Luke McEvelly



"I challenge you to tap into the Sales Execution Workshop, take a look and tap into David Hill's products, and I've been coaching with them for a lot of months, if not two years. And. My business trajectory has just been going up and up and up because I am learning."

-Armando Espinosa



"If you're a solo agent, you can honestly launch your business forward, which is exactly what I did. Thank you, David. I loved the sales execution workshop. I learned so many valuable skills and I cannot say enough about it. If you are on the fence, go ahead and take this. It is worth its weight in gold and literally the return on investment for me was 10 times what I paid."

-Jennifer Ferrara



"I strongly recommend you guys who are doing the sales process with David Hill. He has helped me and my team grow our business 10x. I strongly recommend you guys sign up for it."

-Alfred Galvan



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# CELEBRITIES CORNER



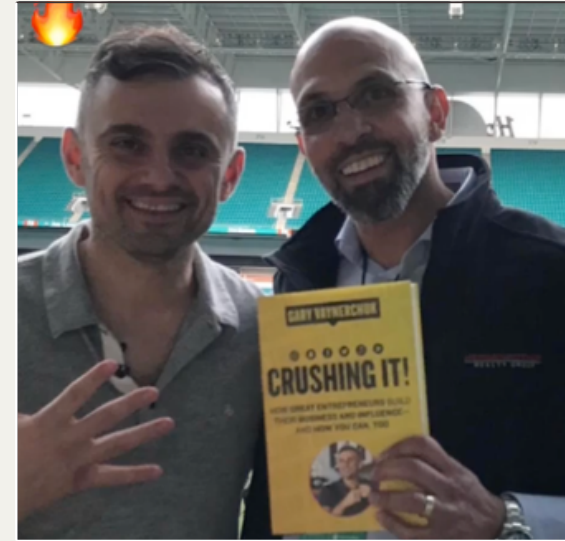
Tony Robbins



Grant Cardone



Elena Cardone



Gary Vee



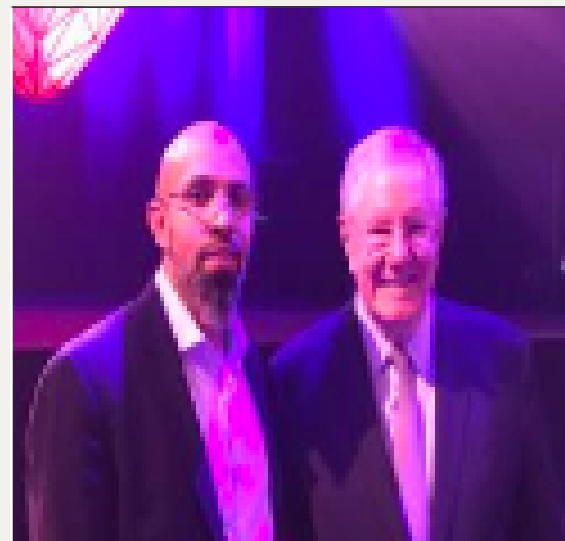
Gary Keller



Jairek Robbins



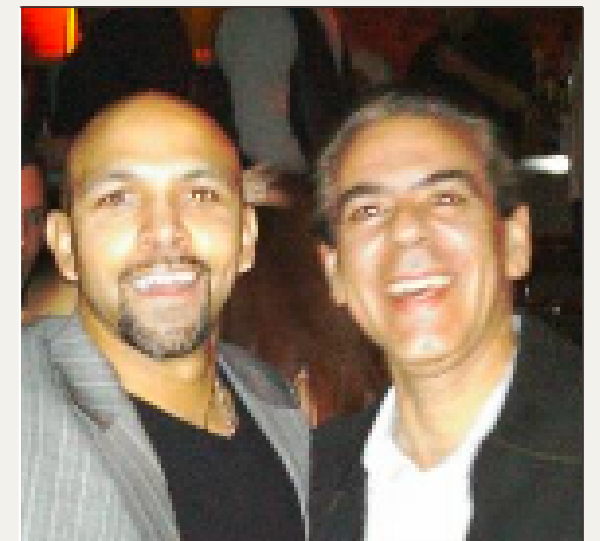
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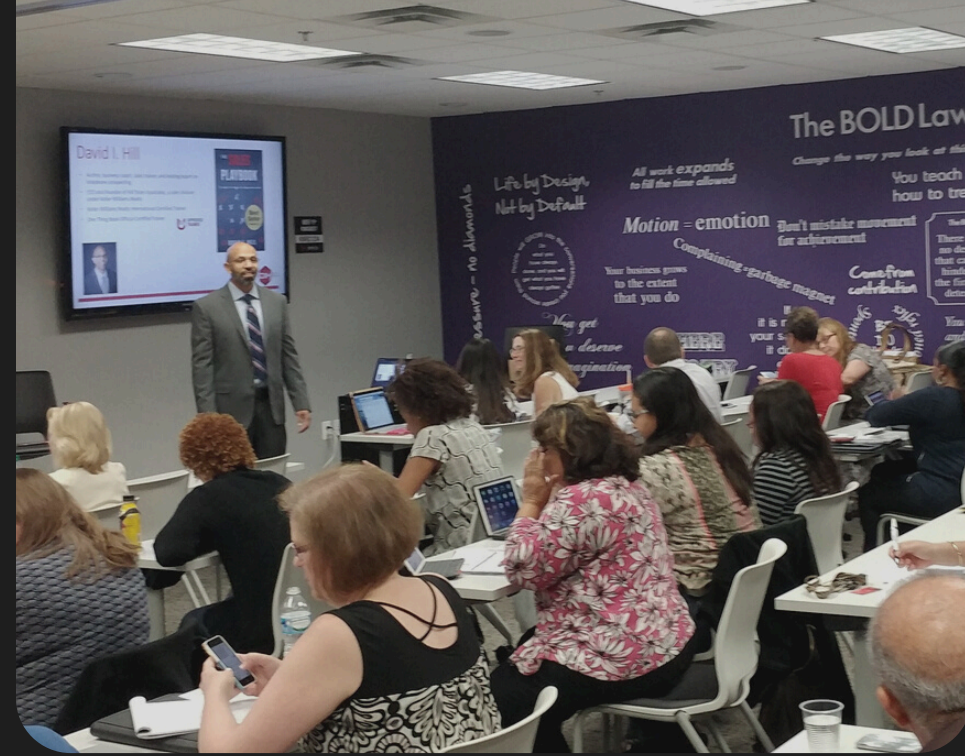
Steve Forbes



Simon Sinek



John Alexandrov



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# SOCIAL MEDIA



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6800+ Followers



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4.5K+ subscribers



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1.3K+ subscribers



[/davidihill](#)



[@davidhill10x](#)



Moderator  
120,000+ subscribers



**clubhouse** [@davidihill](#)  
18,600 followers

 [david@davidihill.com](mailto:david@davidihill.com)

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PERSISTENT   
ENTREPRENEUR

# PERSISTENT ENTREPRENEUR PODCAST



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# TIRED OF HEARING THE SAME BORING BUSINESS PODCASTS?

Path to Mastery Podcast is an authentic, fun, and Inspiring interviews with entrepreneurs, top sales people, industry experts, business coaches, sales trainers, really cool people who do great things and high-level human beings!

455+  
EPISODES

500+  
INTERVIEWS

175  
COUNTRIES  
LISTENING

150+  
★★★★★  
REVIEWS

12,000+  
MONTHLY  
DOWNLOADS

800,000+  
DOWNLOADS



# NOTEWORTHY GUESTS



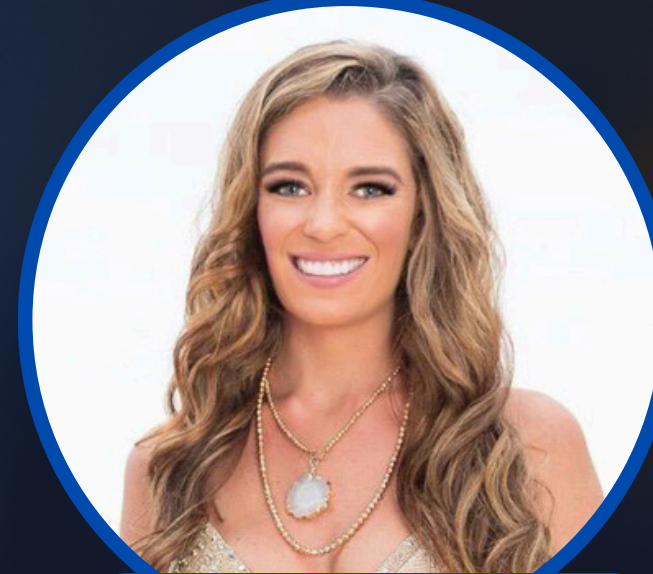
GARY VYNERCHUCK



MEL ROBBINS



CHRIS VOSS



REGAN HELLIYER



BRIAN TRACEY



GRANT CARDONE



JAIREK ROBBINS



BARBARA MAJESKI

# WHAT LISTENERS ARE SAYING

Entertaining, insightful and ac... Sep 14, 2020

★★★★★

JoshCrist

Whether you're well established as someone who can translate creative energy into the impact you want to have on the world, or just getting started as a catalyst for change - this is a must-listen podcast for you! David does an incredible job leading conversations that cover a huge breadth of topics related to the ins and outs of building a thriving enterprise and life you can be proud of - from leaders who've actually walked the path. Highly recommend listening and subscribing!

Power Packed Content and Lineup

Apr 16, 2020

★★★★★

seang22

David is a high caliber guy who brings high caliber content and amazing people. Huge value. You can really hear his heart in these.

Awesome Podcast!!!

Jan 16, 2020

★★★★★

Clarisse Gomez

David, host of the Path to Mastery podcast, highlights all aspects of business, entrepreneurship and more in this can't miss podcast! The host and expert guests offer insightful advice and information that is helpful to anyone that listens!

# AVAILABLE ON THESE PLATFORMS



[davidihill.com/podcast](https://davidihill.com/podcast)

# PRICE LIST

**FULL DAY  
EVENTS**

**\$9997**

**HALF DAY  
EVENTS**

**\$6997**


**KEY  
NOTES**

**\$19,970**

*Travel costs not included. Also ability to promote books after event*



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# The 6-Step AI Powered Sales Framework

Incorporating AI Tools Into A Systematic Approach to Modern Selling

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**01**

## Pre-Search

Use AI tools to research prospects and identify high-potential clients before outreach.

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**02**

## Connect

Leverage AI to personalize communication and build rapport based on prospect behavior.

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**03**

## Qualify

Utilize AI agents and forms to efficiently determine prospect fit and readiness.

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**04**

## Present

Deliver tailored presentations that address specific problems identified in earlier steps.

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**05**

## Close

Secure commitment with confidence, knowing your solution solves their problem.

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**06**

## Follow-Up


Maintain engagement with automated, multi-channel follow-up sequences (7-17 touches).



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