

EKSAYN

– BIO & INTRODUCTION –

EksAyn – pronounced X-Ane



BIO

EksAyn is an author, sales and negotiation expert, and speaker. EksAyn has been seen on Forbes.com, Speaker Magazine, TV, and various business blogs and podcasts. His new book, *The Key to the Gate: Principles and Techniques to Get Past Gatekeepers to the Decision Maker*, has sold internationally. EksAyn has extensive selling experience, including selling to governments, associations, and other businesses. His educational background in psychology and life experiences have taught him not only how to connect, communicate, and sell but also how to teach you and your team to increase your sales, negotiate with the best, and create loyal long-term clients. As just one example of his success, after only about 3 ½ years with an organization that at one time had hundreds of salespeople, EksAyn closed 3 of the top 6 largest transactions that the organization had ever had in its history, including the all-time record for the largest sale, which was over SIX TIMES larger than the next biggest sale the company had EVER had.

INTRODUCTION

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Much more importantly, he is somewhat good at playing hide and seek, jumping on a trampoline with his children, and at setting up a tent trailer when taking his family on road trips.