



Jack Warkenthien



## — BIOGRAPHY —

Jack is the CEO and founder of **NextStep Solutions** (NSS), sales specialists headquartered in Houston, TX. **NextStep Solutions**, [www.nextstep-solutions.com](http://www.nextstep-solutions.com), is known, worldwide, for increasing client sales, through a *customerized* approach to *strategy, training, coaching, and consulting services*.

NextStep Solutions—founded in 1995—inspires sales greatness, focusing on building relationships and enhancing communications skills, delivering quantifiable results. For the past five years, Jack was a radio personality, hosting a daily, live business talk show, *"Where Wall Street Meets Main Street,"* heard during morning drive-time, across the State of Texas, on the BizRadio Network—and on the internet around the world.

After graduating from the University of Illinois, Champaign-Urbana in 1978, Jack began a decade-long career with IBM. He quickly established a stellar reputation as the best "new account" sales professional in the company, leading the nation in new accounts opened—53 systems in 52 weeks—BEFORE the advent of the PC. The most amazing part: *he did it in his SECOND year on quota*. Upon being awarded the highest IBM sales award—*The Eagle*—his professional speaking career was inadvertently launched, when he traveled across the country, sharing his sales techniques with other IBM professionals.

Jack wrote the book on sales. In fact, he's the author of the best selling book, ***"Life's A Sales Call: How To Succeed In The World's Oldest Profession,"*** on sale everywhere and at [www.amazon.com](http://www.amazon.com). He now travels the world, speaking before thousands of people, delivering presentations with extremely high content in an entertaining and inspirational fashion, in areas of Sales, Marketing, Service and Leadership.

Jack is very involved in the local community. He founded and capitalized *The Barnabas Society*, [www.barnabassociety.org](http://www.barnabassociety.org), a 501c 3 corporation, that raises and distributes money and resources to people in their greatest times of need, with all the funds donated anonymously.

Nicknamed "NIKE" (Just Do It!), he will electrify your group with his high-energy approach to sales—and life. If the best teacher is one whose life is the text, Jack has *been there, done that, bought, sold AND designed the T-shirt*.