JACK VINCENT

▪ **Author of A Sale is a Love Affair**

Topics

- Business
- Management

Jack Vincent has been called a "poet in a business suit," because whether on the speaking circuit, with corporate clients or in his writing, he makes eye-opening links between the human condition and business performance.

Vincent's second book, A Sale Is A Love Affair – Seduce, Engage & Win Customers' Hearts was the Number 1 New Release on Amazon in February 2015. His first book, Sales Pitches that Snap, Crackle 'n Pop (2011) was included in Docurated's "50 Top Sales Pitch Ideas" four years later.

Vincent is an award-winning speaker, which includes winning the 2006 European Champion of the Toastmasters Humorous Speech Contest with his memorable talk, "The Love Coach."

In May 2016, he spoke in San Juan, Puerto Rico at the Public Relations Society of America's annual conference. He and the organisers agreed on the topic and title, "Tough Love: The Hard Questions Get The Deal." For InnoCos New York, he delighted the mostly female audience with his 60-minute keynote "A Sale Is A Love Affair."

Vincent's career has combined speaking and writing on the front-line of sales and marketing. He has sold the global sponsorships and TV rights to the Olympic Games, FIFA World Cup Football/Soccer and the ATP Men's Tennis Tour.
Over the past 12 years, Vincent has helped major corporations sell more effectively. Those include MasterCard, KPMG, Boston Consulting Group, Who Wants To Be A Millionaire, IBM, NBC Universal, Banque Pictet, Medela Healthcare and countless SMEs.

TESTIMONIALS:

"I attended Jack's PRSA Presentation, "Tough Love: The Hard Questions Get The Deal," to PR firm owners and leaders. It was inspiring and loaded with great sales techniques. In fact, Jack spent one-on-one time with me on his technique for our unique business model. On our first day back in the office after his presentation, we used one of his techniques to win back a client who had downsized their PR investment."
– CEO, Axia Public Relations