

John James Santangelo



Meet John James Santangelo. His infectious spirit, his sense of balance, and his ability to entertain while teaching will offer all seminar participants an exciting and enriching experience. John re-defines the words enthusiasm and passion! From the early age of 15 years old as a professional magician, he went on to become a Toastmaster award recipient, a Certified Health and Fitness Consultant, a volunteer 'Big Brother' and spokesperson for the Make-A-Wish foundation. A College Honors Graduate achieving his certification degree in Clinical Hypnotherapy and working as a Behavioral Modification Specialist. A Master Trainer in (NLP) Neuro-Linguistic Programming and 25 years experience as a successful entrepreneur to currently a professional speaker, author, trainer, and consultant. John is founder of **Maximum Success Empowerment Seminars**, dedicated to teaching people how to unleash their natural ability to produce exceptional results. John is a nationally acclaimed speaker because he gives his audiences not only the "what" but also the "how to," enabling them to motivate themselves daily!

“Seductive Selling Secrets ”

Studies show that over 80% of products and services sold are so *because* of the relationship created, *not* the product or service. My first step in creating powerful sales communication skills is to have you watch, listen, and feel what your clients responds to, then influence those non-verbal, unconscious buying signals, because 93% of communication is created at a non-verbal / unconscious level. Top sales professionals know we are not consciously in charge of our behaviors or the words we speak, that our responses are emotionally based outside our conscious awareness. To really be on top, you need know how to interpret and also what to do with this information. *You must become artful in the psychology of selling.* This speech will engage you with the fundamental communication skills to produce a million dollar mindset, empowering you and your staff towards true sales excellence.

- * Would your prospects 'trust you' more if you could obtain rapport with them in minutes?
- * Could you imagine creating a resourceful selling state of mind at anytime?
- * How easily will clients buy from you when you know HOW to persuade them emotionally?

“The Secret To Manifesting Abundance”

What are the thoughts, habits and behaviors of all successful, high-achieving individuals? Is it the “prosperity consciousness” they learn as children? Maybe, but ultimately it's their beliefs about themselves and their capabilities, and the ability to take action on a more consistent basis. Success is a simple process; Clarity of intent, and learning to get out of your own way! Once you understand and learn the recipe of “prosperity consciousness,” you can apply it to any area of your life. Knowing *how to* put this knowledge into action is the real secret! Come learn to get clear about your dreams and goals, and eliminate the negative beliefs which once held you back! Remember, *“Don't just envision your life, make it happen!”*

“Dynamic Communication Skills for the 21st Century”

The single most important skill we can learn during our lifetime is the art of communication. It affects every area of our lives from dealing with others to dealing ourselves in relationships, personal growth, and career. Through my methods, techniques and exercises, you will learn *how to* create instant rapport and build a connection with anyone at anytime. Once you learn the processes necessary to achieve personal power you'll produce mass abundance in your life. How we communicate and perceive our world will determine the decisions we make, thus influencing the direction and outcome of our goals.

List of John's captivated clients:

The Learning Annex, CSUN-Northridge University, WellPoint, Xerox, Mary Kay Inc., N.A.C.E., Microsoft, RE/MAX, Century-21 Realtors, the Teamsters Union, and the US Army counter-intelligence team.

“Maximum Success Seminars” www.JohnSantangelo.com (818) 879-2000