

"Rod is strategically brilliant and can execute."
John Bunch, TD Ameritrade
Executive VP Sales and Marketing

"McKinnis Consulting will change the world of selling as we know it."
Walter Bond
Speaker of the Year 2005

"Using McKinnis Consulting Group's practices have turned 2 sales organizations in our company from worst to first in 6 months."
Matt R. Senior VP
Financial Services

"We're definitely getting better people and our hiring costs are way down."
John C. Senior VP
Sales Department

Very, very helpful!!"
Rob G. Information Services
Scottsdale, AZ



Did You Know?

- Bad hiring decisions cost U.S. companies millions of dollars in lost productivity, higher training and turnover costs.
- In 30 years of research, there has never been a proven correlation between personality traits and sales productivity.
- Up to 80% of Sales Representatives fail because of poor client contact.
- 83% of sales teams that are failing are employing incorrect indicators.
- The 3 areas of most significance for successful sales professionals are: Energy, Strong Sales Initiative, Strong Goal Focus

Who is Rod McKinnis?

Rod is a professional Keynote Speaker and celebrated Sales Coach. Rising from the south side of Chicago to the boardrooms of Fortune 500 Companies, Rod has formulated a fresh and effective system to selling. He holds a Master's Degree in Economics and served as a Macroeconomics instructor at the University of Colorado.

Rod's speaking career began at age 10. By 30, he was the youngest Officer of the 5th largest bank in North America. Rod is also recognized for his work at TD Waterhouse -- converting a multi-million dollar reactive service organization into a billion dollar sales force.

A perpetual student of Sales and Leadership, Rod is dedicated to supporting others in their professional and personal development.



The McKinnis Consulting Group