

Success & Self-Esteem: A Technology of Growth



Carl Harvey

Carl Harvey is the founder of Success & Self-Esteem, a sales and business development company that helps salespeople, professional service providers and those who sell develop the skills and psychological competencies required to succeed at sales. He works with individuals, companies, agencies and firms to help them put in place the processes and practices that support a sales culture of achievement and accountability.

Some of the companies Carl has worked with include ADT, Yahoo, Corning Life Sciences, and William Gallagher & Associates. He has also worked with many of the top 50 CPA firms and insurance agencies in Massachusetts to help their partners, principals and associates make the transition from service companies to sales-focused companies, a requirement to compete and win in today's economy.

Carl, a member of the National Speakers Association, is also a much sought-after speaker on issues of sales, self-esteem and sales development. Among some of the venues where he has spoken include: Mass Association of Insurance Agents (MAIA) Big Event, The Maine Insurance Industry's Annual meeting, PINE (Printing Industry of New England,) William Gallagher Associates, Renaissance Alliance, Mass. Association of CPAs, Hampton County Association of Independent Insurance Agents, Boston University's Entrepreneurial Forum, the Harvard Club in New York, the CEO Forum in Austin, Texas, the Printers Peer Group in Washington D.C. and the Copier-Dealers Associations Annual Meeting in Las Vegas.

He is also the author of the book, ***What's Stopping You? Building the confidence you need to succeed in sales***, the first book to integrate the science of psychology and the art of selling to provide powerful, proven techniques to achieve selling success.