

Cary White



A sales expert with over 30 years of experience under his belt. He is a national speaker, a seasoned business coach, a success trainer, owner of The Sales Compass and Coached by Cary. He is also the

founder of L.I.F.E., the Leadership Institute for Excellence.

After spending twenty, both challenging and successful years in the field selling in a number of different industries; he came across the staffing world, where he not only excelled in sales, but also excelled as a leader. Cary has been a national sales trainer, director of sales and Vice President of Business Development for a top staffing company in the United States.

Cary has coached literally hundreds of sales professionals and helped them achieve phenomenal success. With the number of years that Cary has spent in the field selling in the real world, he saw so many sales people struggling. He wanted to create programs and systems to help the average salesperson focus on the most important processes of selling and not waste their time with things of less importance. He noticed sales people struggled getting out and seeing people. There had to be a better way and he figured it out. His book, “*See the People...*” is a direct result of what he learned over the years and he is now available to teach you. His newest book, “*The Hidden Truths*” will enlighten you to what it takes to be successful.

A celebrated National Speaker and Trainer. Cary is well known as a speaker and trainer. After going to many programs, people from all over the country have said that, “Cary’s program is the best out there”. See for yourself what they are talking about. He leads his audiences with a dynamic, fast paced mix of practical how to information delivered with a high dose of inspiration and motivation. His contagious energy and upbeat spirit will help your organization and its members attract more business and the ideal client in record time.

What clients and participants are saying:

If you are looking for contemporary methods that comprise true professional sales training, your answers are right here. By utilizing these methods, **I saw a 200% increase in revenue over the previous year.**

Tony Boscacci/Farmers Insurance

Thank you for all you do with the trainings as they are always so inspirational and way different (in a good way) than any I have ever been a part of!!! You’re awesome!!

Sabrina Chisholm/District Manager/San Diego, CA

It’s a pleasure to listen and see you in action; you’re pure energy at its best! I am thankful that I started with you & didn’t have that “old school” mentality of selling to hurdle through.

Thanks Cary☺

Kelly/Colorado Springs, CO

Thanks for all that you do. You encourage us and help us all reach for the stars and rise to the top.

Rachel Atkinson/District Manager

To book Cary for your event call: 435-237-1195 or email

cary.white@TheSalesCompass.com

Begin the Journey!