

John Naples

President & CEO at ENCORE CONSULTING GROUP, INC.

San Diego, CA, US

John Naples brings infectious energy, customized content & practical techniques. Your audience will be challenged, equipped and empowered!

Biography

With over 25 years as a corporate executive, consultant, and entrepreneur, John Naples knows how to challenge the status quo, drive performance and help others reach the next level. John's presentations are high-energy, direct, and authentic. Whether it's personal empowerment or practical training, John unveils proven insights and strategies that yield sustainable change and lasting impact. Equipped with over 350 presentations under his belt, John will introduce practical solutions that will delight, engage, and equip your audience. John's clients include AT&T, Johnson & Johnson, Honeywell, SAIC, Six Flags Theme Parks, Oxford University Press, Evergreen Aviation, Georgia-Pacific, MSA, Sourcfire, El Paso Energy, Surefoot, Access America, and Ingenious Med.

Availability

Keynote, Moderator, Panelist, Workshop, Host/MC, Corporate Training

Industry Expertise

Business Supplies/Equipment, Medical Devices, Business Services, Manufacturing, Banking, IT Services/Consulting, Information Technology and Services, Telecommunications, Computer Software, Medical Equipment / Supplies / Distribution

Areas of Expertise

Negotiating, Garnering Customer Loyalty, Hiring the Best and the Brightest, Building the Entrepreneurial Spirit in Your Organization, Strategic & Tactical Game Planning, Producing & Executing At A Higher Level, Sales Strategy, Coaching for High Performance, Building A Leadership Culture, Empowerment & Motivation

Sample Talks

Reaching the Next Level - Without Compromising Your Values or Dignity

We've all heard the motivational speeches about success and achievement. The problem is, these speeches often require us to become a "sell out" and compromise our values and/or our dignity. In this powerful, "no-fluff" talk, we'll explore the psychology behind motivation, how to perform more consistently, and 5 ways to redesign your life. We'll show you how to live on purpose and how to be intentional. Best of all, we'll reveal the secrets of reaching the next level, without compromising.

Mastering the Seven Critical Selling Skills

This power presentation unveils the seven critical, repeatable selling skills required to close more profitable business. These universal principles and skills are applicable for selling any product or service. This practical talk introduces strategies and tactics on how to: Develop a Sales Plan, Penetrate New Accounts, Build Strong Trust with Customers, Identify the Real Needs of Your Clients, Present Compelling Client-Centered Solutions, Close the Sales, and Overcome Objections.

The Power of Passion ? How Howard Schultz Transformed Starbucks

Passion is the fuel behind any significant endeavor; without it our ability to persevere, focus, and remain energized diminishes greatly. In this talk, we'll take a deep look in to the mind of Howard Schultz, President & Founder, Starbucks. We'll learn how he poured his heart into rebuilding Starbucks to be stronger and brighter. We'll discover his non-conventional view of business, how to transform the leadership culture, and how building a winning team to execute and endure adversity.

Chill Out, Have More Free Time, and Get More Done

Contrary to popular belief, time management is not the answer to greater productivity. The answer is Energy Management. If our energy is managed properly, our productivity will soar, we'll manage our stress better, and we'll have more free time. In this talk, we'll discover the real time killers, how to get spiritually aligned, how our physiology impacts our ability to execute, and how to use stress for our benefit.

The New Customer Service Paradigm and Why Nordstrom is No Longer #1

We all know that it costs 5 times more money to acquire a new customer than it does to retain an existing one. This "brass tacks" talk will introduce new approaches to exceed your customer's expectations and foster loyalty. We'll look at Nordstrom, the paragon of customer service, and how they lost their way - and their #1 ranking. We'll explore the 7 essential steps to transforming your culture into a 5-star customer service organization and how to attract customer-centered team members.

Event Appearances

Relationship Selling

RIED Association

Management Excellence in the 21st Century

Blue Grace Logistics

Leadership Essentials

National Association of Travel

Chill Out, Have More Free Time, and Get More Done

Southern Wine & Spirits

Consultative Selling Strategies

MSA National Sales Conference

Transformational Management
BraunAbility National Sales Meeting

Seven Keys to Peak Performance
Mitchell, International, Annual Conference

Testimonials

Chris Johnson

"We were looking for a speaker who wouldn't just "lecture". We wanted a presentation that was interactive and involved the audience. John nailed it! His personable, engaging, and dynamic vibe made others feel comfortable and willing to participate. His use of self-effacing humor combined with excellent content made the talk both entertaining and enjoyable. John customized the presentation to address our unique challenges, products, and culture. Obviously, we highly recommend him."

Shawn Diamond

"We evaluated five other speakers/trainers for our event. We were delighted that John delivered the presentation. It was right on target, inspirational, and pragmatic in every way. We won't hesitate to call John again for future events. He's a very gifted communicator and hit it out of the park for us."

John Riccardi

"John Naples really delivered for us! We highly recommend him!"

[Please click here to view the full profile.](#)

This profile was created by [Expertfile.](#)