

Chuck Mache

Architect for Breakthrough Achievement

After a quarter century selling, managing, building, and leading sales organizations in which he's lead major expansion plans that have resulted in tenfold sales increases - or more, Chuck Mache inspires audiences worldwide with his in-the-trenches expertise on how to breakthrough to the next level of selling.

Among his accomplishments, he's used his breakthrough approaches to:

Author the book, **The Four Kinds of Sales People: Your Personal Path to Breakthrough Achievement** as he leads audiences through the struggles and breakthroughs of four engaging and inspirational characters.

Lead Benchmark Lending Group:

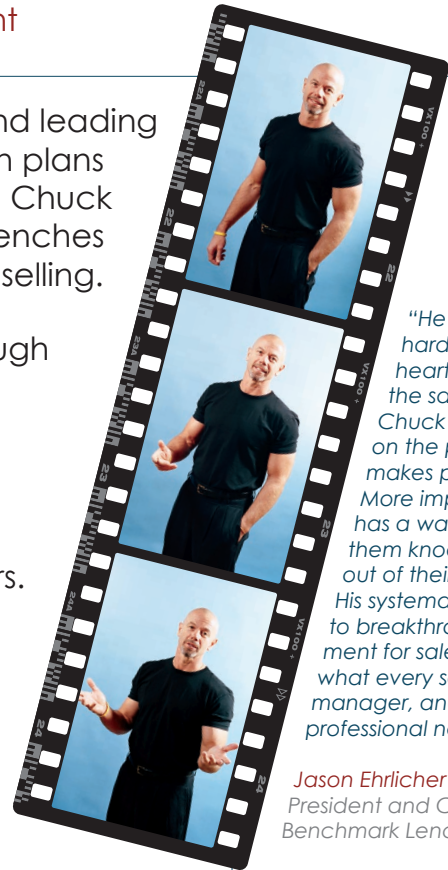
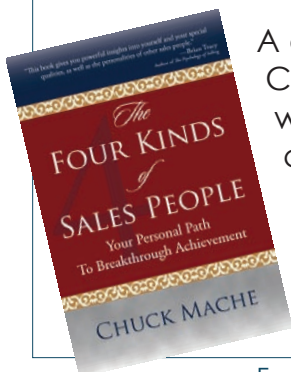
- ☞☞☞ From a mortgage broker to a full mortgage bank.
- ☞☞☞ Increased loan volume by nearly 100% in a short period.
- ☞☞☞ Turned the company into a midsize player in the California Market.

Lead American Home Shield:

- ☞☞☞ As he grew revenues from \$6M to \$100M over a ten year period.
- ☞☞☞ Formed strategic partnerships with other market leaders.
- ☞☞☞ Restructured sales teams during acquisitions.

With experience in broadcasting, financial services, insurance, and real estate related services, Chuck has mentored thousands of sales professionals. Through those relationships, he discovered the four paths to breakthrough sales, and uses these concepts to help build next level sales teams worldwide.

A consistent heavy-hitter with a proven track record, Chuck operates Chuck Mache Communications where he focuses on a systematic approach for creating customized roadmaps for breakthrough sales achievement. Chuck provides speaking, coaching, consulting, and training programs to companies and associations that are "hungry" to break through to the next level.



"He's dynamic, hard hitting, and heartwarming all at the same time. Chuck has his hand on the pulse of what makes people tick. More importantly, he has a way of helping them knock themselves out of their comfort zone. His systematic approach to breakthrough achievement for salespeople is what every sales executive, manager, and sales professional needs."

Jason Ehrlicher
President and CEO
Benchmark Lending Group

"There are too many speakers out there that have never implemented their ideas. Chuck's track record speaks for itself. He knows what it takes to grow and his "in-the-trenches" perspective would be a great addition to any program."

Vickie Sullivan
President
Sullivan Speaker Services Inc.

"We want a speaker that will not only get our people's attention but give them something real to make them better. We don't need another motivational speaker, we need somebody who understands sales people and can get in their souls, inspire them to want more, and give them something. Not just the strugglers, but the top producers too. That's what Chuck does!"

Ross Liscum
Co-Owner
Prudential California Realty

For more information or to schedule an unforgettable event, please visit www.ChuckMache.com