



CAPITOL CITY SPEAKERS BUREAU

We help you thrill your audience!



Merit Gest, CSP

Travels from: Colorado

Fee Range: \$5,001 - \$7,500

Merit Gest has more than 20 years of experience working with companies to grow revenue, increase profitability and reduce turnover. Merit's work experience and certifications in both Emotional Intelligence and cultural transformation give her a unique perspective for hiring, onboarding, selling and retaining top talent. Prior to forming Merit-based Professional Development, Merit was the Senior VP of Sales for a nationwide sales training organization and the youngest General Sales Manager for a start-up radio station in the country's third largest market.

In her various roles as a business owner, trainer, coach, consultant and keynote speaker, she has worked with CEOs, business owners, entrepreneurs, sales management teams and professionals across a wide variety of industries including financial services, manufacturing, engineering, professional services, technology and even pest control.

Audiences appreciate her humorous delivery and engaging keynotes on sales, leadership and team productivity. She is an active member of The National Speakers Association, has been featured in Selling Power Magazine as an expert advisor and is a highly rated speaker for Vistage International & TEC Canada, the world's largest organization of CEOs. Her presentation style is comfortable, authentic and interactive, suitable for large general sessions or smaller group multi-day programs. All of Merit's work is specifically designed for each unique client, yet based on The Merit-based Methodology for hiring, onboarding, selling and retention structures and processes that are relevant to many.

A true adventurer, Merit pulls business and life lessons from her experiences backpacking around the world on her own, bungee jumping, sky diving, ice climbing, scuba diving, paragliding and crashing. She's likely the only person on the planet who's broken a left foot in Israel and a right leg in Croatia, but somehow she's walked away from both with inspiring messages to share that allow people an opportunity to find their own personal strength and get ahead of the curve by being proactive in business and life.

Merit has a Communications degree from Michigan State University. Her husband David is an entrepreneur, real estate developer, expert skier and "Mr. Fix It." They live in Denver with their son Jake who is a math whiz, "Little Mr. Fix It" and a future Heisman trophy winner (or maybe just a really big football fan).

Most Requested Programs...

- *Winners Do the Extra Credit... Even When They Have an A*
- *The Secret to Crushing Your Sales Quota: Three Things That You Can Do Right Now*
- *In an 'Everyone Gets a Trophy for Trying' World, Be The One Who Earns It*
- *Satisfaction: The Silent Killer of Success*
- *Real Teamwork Isn't About Playing Nicely Together in the Office Sandbox*
- *Cancer Knocked on the Door... Opportunity Answered*