

# DONALD HATTER

- Speaker
- Author
- Consultant

Whether you are in a formal “sales” role or not, **you are always selling**. At its core, selling is essentially about persuading others to act in a way that is desirable to you. Donald Hatter is an expert on how to maximize your influence, regardless of who, or what you are selling.

When it comes to **increasing sales, motivating your employees, or building the confidence** that leads to **success**, Donald is the expert your company needs. He has the **experience, knowledge, and personality**, which led him to the top of his profession while selling to companies such as...



**“MOTIVATIONAL  
ENTERTAINING  
EMPOWERING”**



## TOP 3 MOST REQUESTED PRESENTATIONS

### Become The Invaluable Professional

Conventional wisdom says, “if you develop a desirable skill set and work hard, you’ll be successful.” The reality is, in order to reach your goals and create the career of your dreams, you have to understand your value, and be skilled at managing the perception of it. Research proves that the Invaluable employee is more productive, actively engaged, and more self-fulfilled; which is also great for other employees, the employer, and customers.

### Great Leadership is about Influence, not Authority

Be careful when talking about leaders. It is important to differentiate effective/invaluable leaders from those that are only leaders by title. There are few things more damaging to an organization than taking talented people and having them report to ineffective leaders. Great leadership is about influence, not authority. Learning how to become a leader with tremendous impact is great for professionals that are leaders by position (i.e. managers), as well as those that have yet to take on official leadership positions.

### Grow Your Business

Don't be the organization, or professional that uses the "I just need to sell more" strategy. To be widely successful some adjustments may have to be made. The challenge is understanding which adjustments to make. In order to grow your business it is imperative to learn how to reach the "right" people, at the "right" time, with the "right" message, and doing it in such a way that makes it easier for the prospect to say, "yes" than "no."

# RAVE REVIEWS

"Donald did a fantastic job at the Texas ERG Summit! He provided specific take-aways for us all. His speech was captivating and influential."

**D. Harris, Regional Manager,  
Bright Horizons Family Solutions**

"Donald did a session on developing a strong sales and marketing plan, and it was amazing!"

**R. Mahboubi, Consultant,  
Mabou USA, Inc.**

"Donald's topic on becoming invaluable proved to be an ideal fit for our event. We were very pleased with the quality of the content and the highly professional manner in which it was delivered. His popular session was delivered to a capacity crowd, and the feedback from those who attended was very positive"

**D. Adkins, Director of Subscriber  
Services, Board Docs**

"Donald discussed how our customers could properly determine if expanding their business should be the next step. His presentation was well thought out and delivered very professionally"

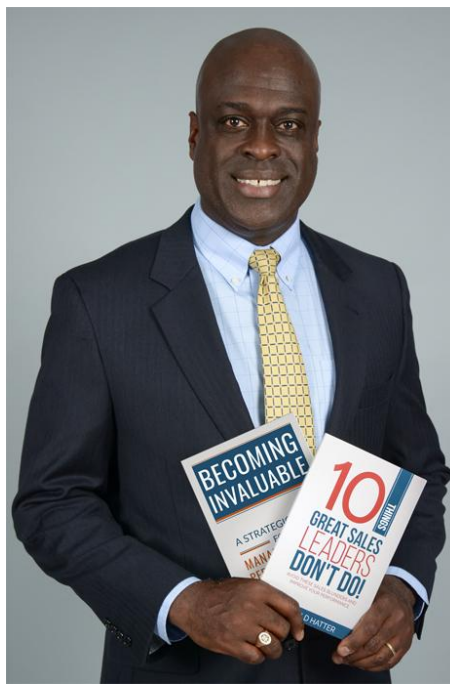
**M. Zimmerman, Marketing Specialist,  
Hubbell Power Systems**

"Mr. Hatter's program gave guidance to our students while reminding them that they are in control of their future. His presentation style and mannerism stood above any other guest speaker thus far."

**M. King, Assistant Principle, Harmony  
Public Schools**

"Donald possesses a wealth of knowledge in diversity best practices and is able to communicate clearly and effectively to an audience. He is an excellent candidate for any future speaking engagements."

**D. Kennedy, Founder & Chair,  
National Diversity Council**



**Donald is a two time bestselling author, a motivational speaker, and a sales and marketing professional with more than 20 years of relevant experience.**

He has developed partnerships with global brands such as Wal\*Mart, Shell Oil, American Airlines, ExxonMobil, Texas Instruments, Waste Management, Halliburton, Johnson & Johnson, and Visa. He also lends his expertise to innovative startups, mid-sized companies, and national organizations who seek him out for consulting, keynote presentations, training events, and thought leadership.

Donald has authored two Amazon best sellers. "**10 Things Great Sales Leaders Don't Do!**" that details 10 common mistakes that sales leaders make, which hinders their ability to acquire new clients, and "**Becoming Invaluable**" which teaches professionals how to manage the perception of their value so that they can thrive in their careers.

Donald holds a B.A. in Economics from the University of Pennsylvania where he was a member of the varsity football and varsity track & field teams. He also has an MBA from the University of Pittsburgh Katz Graduate School Of Business.

Donald has a great work-life balance and is actively involved in his community, church, and children's activities. His compelling story of resilience, positive affirmation and self-discipline is an inspiration to people of all ages as they face the inevitable hurdles of life.

## DONALD'S MOST RECENT AUDIENCES



## SUCCESS STARTS HERE, BOOK DONALD TODAY!

**Phone:** 713 922 7447

**Email:** [dhatter@donaldhatter.com](mailto:dhatter@donaldhatter.com)

**Website:** [www.donaldhatter.com](http://www.donaldhatter.com)

**Twitter:** [@dhatterjr](https://twitter.com/dhatterjr)

**LinkedIn:** [/donaldhatter](https://www.linkedin.com/in/donaldhatter)