

David Carr

Speaker – Trainer - Consultant

Speaking Topics

David speaks with authority on a variety of retail topics.

- Compelling Customer Service
- Compelling Retail Selling Skills
- Compelling Performance Coaching
- The Compelling Retail Manager & Super Sales Leader
- The Exceptional Retailer
- Professional Program Delivery Skills
- Hire, Train, Motivate & Keep Great Retail Staff
- Compelling Visual Merchandising & Display

Quote

“Thank you so much for the impressive seminars you presented to our members. The response from those that attended was unanimous - ‘Excellent.’ You certainly pack a lot of punch in your presentations.”

BONNIE HIDEBAUGH, Business Development Co-ordinator
TruServ Canada

www.davidcarr.ca

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Biography

David has made speaking presentations for:

Canadian Museums Association

Canadian Gifts & Tablewares Association

Home Hardware Limited

Canadian Association of Family Enterprise

Canadian Hotel Marketing & Sales Executives

Easyhome

First Canadian Place

The Pen Centre

1000 Islands Gananoque Chamber of Commerce

Brockville Ad & Sales Club

Bowring

Budget Car & Truck Rental

DMG World Media Vancouver Gift Fair

Toronto International Gift Show

Historic Sites Association Newfoundland

Industry Trade & Rural Development Newfoundland

PEI Business Development

Hopedale Mall

RIO-CAN

Seaway Mall

Truserv

Vincor International

Liquor Control Board of Ontario

Tuxedo Royale

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David Carr is widely acclaimed as a dynamic and motivating speaker at such events as Annual General Meetings, Conventions, Commencements, Trade Shows, Kick-offs and Promotions. He speaks passionately on retail customer service and professional selling skills as well as a variety of other retail subjects.

After having worked in retail for more than 35 years (since he was 6 years old) and teaching adults for more than twenty, David has spent the past thirteen years developing and delivering retail training strategies and selling skills programs.

In addition, he was the architect of complete selling skills strategies for major national retailers, including:

Driven to Succeed (Budget Car & Truck Rental)
Compelling Selling Skills (Liquor Control Board of Ontario)
Cantel Professional Selling Skills Program (Cantel AT&T)
Perfect customer Care (Grand & Toy)
Professional Retail Customer Care (Marks & Spencer)
ACCESS, Agnew Customer Care & Enhanced Selling Skills
The Compelling Formalwear Consultant (Tuxedo Royale)
Professional Program Delivery Skills, (OEE, NR Canada)
The Compelling Pharmacy Professional
The Compelling Accounting Professional
The Compelling Photographic Sales Associate (Henry's Cameras)
VINCOR Going the Extra Mile (VINCOR – Wine Rack)
The Compelling Wine Kit Retail Professional (RJSpagnols)
The Compelling Leasing Professional (easyhome)
The Compelling Hardware Professional (Home Hardware)
The Compelling Museum Retail Store Professional (CMA)
The Compelling Travel Consultant (Thomas Cook)

Quote

The positive feedback from our attendees has included comments such as, "enthusiasm is contagious," "a pleasure to listen to and participate", "dynamic & meaningful", "practical and informative", and, "Absolutely hilarious."

MARGO VANDERLEE, Manager of Events CGTA

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Clients:

These programs have been custom designed to address the specific needs of each client and many have incorporated and adapted some pre-existing programs, language, policies and strategies. All were designed in consultation and in partnership with clients' internal expertise. These clients (for whom contact information will be provided on request) include, amongst others:

| | |
|------------------------------------|-------------------------------------|
| LCBO | Budget Car & Truck Rental |
| Sears | Rogers AT&T |
| Grand & Toy (Boise Cascades) | Radio Shack |
| Vincor International | The Bay |
| The Canadian Museums Association | The Toronto International Gift Shop |
| NR Can Office of Energy Efficiency | 20 VIC Corporation |
| Bourke's Drug Stores Limited | Cambridge Shopping Centres |
| Tuxedo Royale | O&Y Properties |
| Blue Bayou | Canadian Hotel Marketing & Sales |
| The Agnew Group | RTO Enterprises |
| Thomas Cook Travel | Home Hardware Stores Limited |
| George Caners, CA | Cadillac Fairview Corporation |
| Crate Designs | Doral Properties |
| Gifts & Tablewares Magazine | Shira's Jewellers |
| CGTA | PEI Business Development |
| 1000 Islands Duty Free Shop | Ten Thousand Villages |
| Henry's Cameras | First Canadian Place |
| Dufferin Mall | The Pen Centre |
| RJ Spagnols | |

Our customer service and retail selling skills programs are designed specifically to produce increases in sales that are immediate, measurable and sustainable.

Quote:

"David is knowledgeable, dedicated, personable, has a great sense of humour and is totally committed to the success of his programs."

MARY ANNE COGGER, CMD, Marketing Director
Fairview Mall

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Fee Schedule

| | |
|----------------------------------|----------------------------|
| Key Note Address, AGM, etc | \$3600.00/session |
| Training Seminar/Workshop | \$3600.00/day (2 sessions) |
| In-location Performance coaching | \$2600.00/day |
| Program Development | \$2600.00/day |
| Per diem (expenses) | \$325.00/day |

Quote

David's programs have been exceptionally well received by our tenants all of whom report improved performance by staff including increases in multiple sales, average sales per customer and total sales. All of the malls have enjoyed measurable sales growth.

DANIELLA ALLEN, Corporate Marketing
Director, Juno Developments

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(your picture here)

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