

## Tom Schaff

### Speaking Profile

***RENOWNED SALES TRAINER AND SPEAKER, THOMAS AARON SCHAFF***



For more than 20 years, Tom Schaff has been researching, writing, and speaking on sales, creativity, and finding one's calling. A contributing author of *Common Sense Selling* and *The Monday Morning Sales Coach*, publisher of the weekly newsletter, *Tom's Tuesday Training Tips*, and author of the upcoming *May I Have Your Attention, Please?*, and *Now That I Have Your Attention*, Tom has combined his extensive and varied experience with his own personal and spiritual philosophies to create a training style that is truly unique.

Tom's content-packed seminars are interactive and entertaining, leaving each participant with clear direction, motivation and focus. Tom's attitude about what he loves most--selling--is truly infectious.

Tom is a frequent speaker at industry conferences, where he shares his philosophy of putting the *person* back into "salesperson." "Too often," he argues, "we concentrate more on the *selling* part and forget that sales is really about *people*--about communicating and making connections." He earned his business degree from the University of Minnesota, earning 19 scholarships from his studies. Tom has since used his skills and training with

Fortune 500 companies such as Kraft, Unilever, Lucent Technologies, McDonald's, and AT&T.

Speaking about the Statue of Responsibility monument project, Schaff said, *“Maybe it’s time for our nation to enter a new exploration of questions, including but not limited to:*

- *Can our way of life continue to perpetually sustain itself?*
- *Where do our rights intersect with our obligations?*
- *What is the continuing price of liberty without regard to responsibility?*

*Without a Statue of Responsibility, our citizens risk a spiral downward, threatening our refuge, security and shelter. Unmitigated, we become a nation at risk of the most dangerous of dangers, a nation that becomes complacent, unaware that the seeds of debacle are sowed and growing under our very eyes. While not obvious, it is self evident that things cannot continue the way they are. And thanks to the Statue of Responsibility monument, they won’t. One powerful role of monuments is to constantly remind us of a higher ideal, a higher mission for our lives, and a grander purpose for living. In a busy world cluttered with multiple messages, monuments can give us pause. It is very clear to me that now is the time to build this historic monument to enduring freedom.”*

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