



Tom Weber

>> Speaker Biography

Tom's sales career started as soon as he learned to talk. This natural sales ability didn't help him get out of the chores growing up on an Iowa farm, but he did learn the value of a hard days work. Combining this work ethic and talent led to success in his first sales job with the Southwestern Company, during college, selling books door-to-door. For five summers, Tom successfully sold books across the U.S., while he also trained and managed other college students. Teaching, coaching, and training others how to sell came as natural to Tom as selling itself and the top awards for leading and selling were consistent every year.

Tom defines his purpose as, "I exist to serve by expanding horizons." This purpose provides Tom the fuel to guide others (and himself) to see farther than they thought they could, to achieve more than thought possible, and to believe in themselves more than they have. It would be this same passion for growth that has driven him to climb mountains in Russia and Africa, trek gorillas in Rwanda, dive the Great Barrier Reef, complete the Ironman triathlon, and continuously read, watch, and listen to experts across numerous industries in order to become a Master of his own Craft.

When it comes to speaking or instructing, Tom finds a way to connect to any audience in a way that turns the presentation into a conversation. Drawing upon the 12,000+ sales presentations he has delivered over the last 14 years, (eight with FPD), he is able to teach others based on actual experience and insight, rather than theory, which enables his workshops to be interactive and "hands-on". He has won the "Speaker of the Year" and the "Instructor of the Year" awards, and many of the thousands of students he has personally taught have said that Tom's blend of personality, humor, and knowledge rank him as one of the greatest speakers they have seen.

He is currently based in the great city of Chicago, where he lives with his wife Peggy and Wilson the dog.

>> Client Buzz

"I truly enjoyed this workshop! It's amazing that the presentation flowed so smoothly and didn't feel scripted. Tom Weber is a dynamic personality and great teacher. I never felt pressured to 'learn' but rather was surprised how the techniques just worked as we went along. I'm looking forward to applying the training in my personal and business life."

- Amilyn Twedt, Coordinator, Chicago Title Insurance Company

"Tom, this was hands down the best workshops of ANY type I have ever attended. So much that I can use immediately. Super! I was amazed how good my memory really was, I just didn't realize that I could retrieve information so easily!"

- Matthew Brashinger III, NAIFA South Cook

"This workshop was great! Tom's presentation with the humor added in made the time fly by and a memorable experience. Well worth the investment. I will use this not only at work, but home as well."

- Bob Bertog, President, Bertog Landscape Company

>> Speaker Introduction

Tom Weber is a trainer with Freedom Personal Development. He travels across the U.S. teaching workshops, and has taught thousands of business professionals topics like Memory Training, Smart Reading, and more. In today's program he will show us how those skills can help us make more money and reduce stress. Please welcome, Tom Weber...

Client List

Century 21 Advisors
Century 21 Excellence
Chicago Cycle
Chicago Title Insurance Co
City Sales Inc
Contour Mortgage
Crystal Lake Chrysler Jeep
Gerstad Builders
Indiana Furniture Dealer
Induction Heat Treating Corp
Jackson National Life
Koeing Strey
Lake Shore Toyota
Lakewood Homes
Majestic Mortgage
Mancari's Chrysler/Dodge
McColly Real Estate
Motor Werks Auto Mall
Northwestern Mutual Life Hoopis
Financial Group
Pioneer Center for Human Services
Piping Industry Council of the
Rockford Area
Pulte Homes
RE/MAX Action
RE/MAX Northwest
RE/MAX Suburban
Smith Barney
State Farm Insurance
TJ Boyle Real Estate
Town & Country Homes
Tranel Financial Group
Wachovia Securites Inc
Wells Fargo
Western-Southern Life Insurance Co.



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