



## Kerry Johnson

**Topics:** Recruitment/Retention, Relationships, Sales, Management, Tennis

**Programs:**

- How to Read Your Customer's Mind
- How to Increase Your Business by 70%
- Marketing to the Affluent
- Sales Magic: How to Sell in the New Millennium
- Management Magic: How to Get People to Produce
- How to Recruit, Hire and Retain Great People
- The Trust Connection: Mastering the Art of Business Relationships

**Kerry L. Johnson, MBA, Ph.D.** is a best selling author and speaker who speaks at least 8 times a month ranging from Hong Kong to Halifax, and from New Zealand to New York. Traveling 8,000 miles each week, he speaks on such topics as "How To Read Your Customer's Mind," "Marketing to the Affluent," and "How To Increase Business by 70% in 8 weeks.

In addition to speaking, Kerry heads a personal coaching company. Peak Performance Coaching guarantees a 70% increase in sales production within just a few weeks. Professionals around the world use Dr. Johnson and his coaches to increase business usually by 300% + within only weeks.

Kerry currently writes monthly for 15 national trade and management magazines whose editors have dubbed him "The Nation's Business Psychologist." He is also the author of six best selling books including, *MASTERING THE GAME* (Louis & Ford), *PEAK PERFORMANCE: HOW TO INCREASE YOUR BUSINESS BY 70% WITHIN 6 WEEKS* (Prentice-Hall), and *WILLPOWER: THE SECRETS OF SELF-DISCIPLINE*. His weekly newsletter *THE WINNING EDGE*, is read by thousands around the globe on new research on sales psychology.

In the 1970's, Kerry spent two years competing on the International Grand Prix Tennis Tour. He played both singles and doubles matches against some of the world's top tennis players. Kerry was also recognized by the U.S. Jaycees as one of the Most Outstanding Men in America.