



Delivering Insight, Inspiration & Action

Lewis Fogel

Entrepreneur, Speaker, Consultant, Coach

Inspiring others to reach their
potential & change their destiny

Delivering Results

A dynamic leader, Lewis Fogel shares his vast business expertise leaving attendees with action items and the desire to exceed their own goals and expectations.

Throughout his career, Lewis has led and coached high performing, winning sales organizations. Today, he enables professionals, managers, entrepreneurs, and CEO's to evaluate their business and implement the behaviors, attitudes, and processes to change performance from the top down.

Success Driven

Lewis' clients are performance-driven. They are continually looking to improve their personal skills, their corporate culture, implement customer-centric processes, and develop a team that creates a sales driven organization.

"Lewis is talented as he is kind as he is brilliant. I've read a number of sales books, but nothing compares to Lewis' approach and teaching style. The material just sticks, easier to implement, and proven ROI. I've implemented a number of Sandler tactics throughout my sales process with immediate results. Thank you to Lewis and his incredible team!"

Veronica Romney
President/Co-Founder, LoSoMo, Inc.

Addressing Your Audience

Attendees will leave with insights and tools that can be used immediately. Lewis addresses the behaviors, attitudes, and techniques that produce results.

- The power of goal-setting
- Actionable communication skills for different personalities
- Questioning techniques that address customer needs in a straight-forward manner

Managers & Leaders

Lewis inspires leaders and aspiring leaders pursuing personal growth to set a bold vision for themselves, their team, or their entire organization. He motivates audiences to set a clear vision for the future working toward a common goal and greater success.





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Self empowerment is seeking the solution rather than fixating on the problem.

About Lewis Fogel

Lewis is the owner and president of FL Sales Consultants, LLC, an authorized Sandler Training Center in Delray Beach, Florida. He empowers individuals, business owners, and corporations to improve their professional skills, implement consistent processes, and transform their company into a sales-centric, customer driven team.

Using the Sandler Training methodology, Lewis addresses a myriad of business related issues, such as sales and sales management training, leadership, coaching, goal setting, hiring assessments, lead acquisition strategies, communication, sales systems, and process implementation.

Lewis' diverse career spans managing, and leading teams across the U.S. with a strong focus in the financial industry. He oversaw the relationship management of over 700 financial institutional clients/programs, managed service and operations for several prestigious national firms, and was a co-founder and president of a broker-dealer. Early on in his career, he worked in international banking in Israel.

Using his expertise to help others, Lewis has served on several corporate Boards of Directors and non-profit organizations. He is a past President of the Downtown Boca Raton Rotary Club and is active in serving his Community and helping others.

Presentations Tailored to Your Audience

Sales & Business Development Topics

- ✓ Selling at peak performance
- ✓ The buyer-seller dance
- ✓ No pressure prospecting & cold calling
- ✓ Qualify buyers & identify their real need
- ✓ Close the sale or close the file
- ✓ Recipe for Results: Creating a Sales Cookbook

Management & Leadership Topics

- ✓ Understanding leadership rolls
- ✓ Effective sales coaching
- ✓ The Importance of Top-Down Processes
- ✓ The 6-P's of Leadership.

Developing Effective Hiring Processes

- ✓ Hiring, retaining, & developing A-Players
- ✓ Implementing the 4-S Model; Strategy, Structure, Staff, Skills
- ✓ The power of assessments

Inspiring Topics

- ✓ Communicate with Confidence
- ✓ Goal setting & building your cookbook



Sandler Training - FL Sales Consultants

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