

Michael Hewitt-Gleeson

Sales & Business Development Coach

Dr Michael Hewitt-Gleeson's advice on business development has been sought by a veritable Who's Who of the world's movers and shakers, including Jack Welch of GE, Edward de Bono, Seth Godin, the Mayor of New York and the Australian Sports Commission, Telstra, IBM, BMW and AMP.

Dr Hewitt-Gleeson is the world authority on Newsell – a business development concept that is now used in the marketplace every day by thousands of leading sales people and their managers around the world.

He is also Australia's best-selling business author of publications including *NewSell; The X10 Memplex: Multiply Your Business By Ten!*; *WOMBAT Selling: How to sell By Word of Mouth*; *Learn-To-Think Instructors Coursebook (with Edward de Bono)* and *Software For Your Brain*.

Dr Michael Hewitt-Gleeson has taught more people how to sell than any Australian in history. He co-founded the School of Thinking in New York in 1979 with Edward de Bono. School of Thinking lessons are exported to over 43 countries every day and have reached over 80 million people worldwide since 1979. During his time living and consulting in New York, the United States government described Dr Hewitt Gleeson as a "national asset".

Dr Michael Hewitt-Gleeson was honoured as a Melbourne Ambassador by the Premier of Victoria and appointed as a Visiting Academic Fellow in Innovation Thinking at LaTrobe University. He is also an advisor on Leadership and Learning to Melbourne Grammar School.

Dr Hewitt-Gleeson talks about:

Dr Hewitt Gleeson helps audiences to get back to the basics of having meaningful conversations with customers and clients, covering topics that include:

- Sales Surge: Double Your Sales in 30 Days with Newsell
- Newsell: A Billion Customers Can't Be Wrong
- Word of Mouth: How to Duplicate Satisfied Customers
- What Recession?: Use Newsell To Boost Sales This Quarter

In addition, Dr Hewitt-Gleeson can design fresh topics for a special occasion, or match topics to the planned theme of your meeting, or on most of the current business issues.



Client testimonials

“ Michael was fantastic and the feedback from the attendees has been overwhelming. His overall rating would easily be an Excellent and we are bound to do more follow up work.

- **Australian Sports Commission**

“ Michael, I think your concept of training ‘instructors’ is excellent. It provides much more motivation than just training ‘learners’

- **Dr Edward De Bono**

“ We have used newsell to grow our business and multiply it by ten over the past ten years. All our salespeople are trained in newsell. We wouldn’t have it any other way.

- **Aussie Bodies**

“ At the end of our 30 day Newsell campaign, we’ve logged a 500% increase in our client contacts. There certainly has been a quantum leap in sales activity.

- **AV JENNINGS**

“ Newsell has already enhanced the professionalism of the BMW sales force.

- **BMW Australia**

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