

Keith Antone Willis, Sr.
Consultants, LLC

Political / Small Business / Not for Profit

MEET

Keith Antone Willis, Sr. is a sales coach & trainer, author, and veteran communications professional! Keith is also a small business consultant, and adjunct professor at St Louis Community College. Keith has worked in politics as a Campaign Manager, fundraiser, Senior Advisor, Field Manager and Lobbyist. Currently Willis is Senior VP of Marketing for Evergreen Resimercial Realty, LLC a full-service real estate firm in Saint Louis, Missouri and CEO of Keith Antone Willis, Sr. Consultants, LLC

Based in St. Louis, Missouri, Keith Willis has been a top sales producer for over 25 years. His book *“10 Laws of the Ultimate Rainmaker; Shake a Hand, Make a Friend and get Paid”* is a must read for sales professionals!

Keith was named one of the *“100 Most Inspiring St. Louisans”* by the NAACP. He also received the *2011 Distinguished Entrepreneur Award*, from the Dr. Martin Luther King State Celebration Commission of Missouri and was recognized as the *2014 Member of the Year* by the National Sales Network, St. Louis Chapter. Keith currently serves on the Children’s Hospital Community and Faith Advisory Board.

A proud alumnus of Saint Louis University with a Bachelor of Arts degree in organizational studies and a minor in psychology. He also attended Central State University in Wilberforce, Ohio, where he majored in communications. While at CSU he pledged Kappa Alpha Psi Fraternity, Inc in 1979. Willis has been a member of Shalom church in St Louis since 2012.

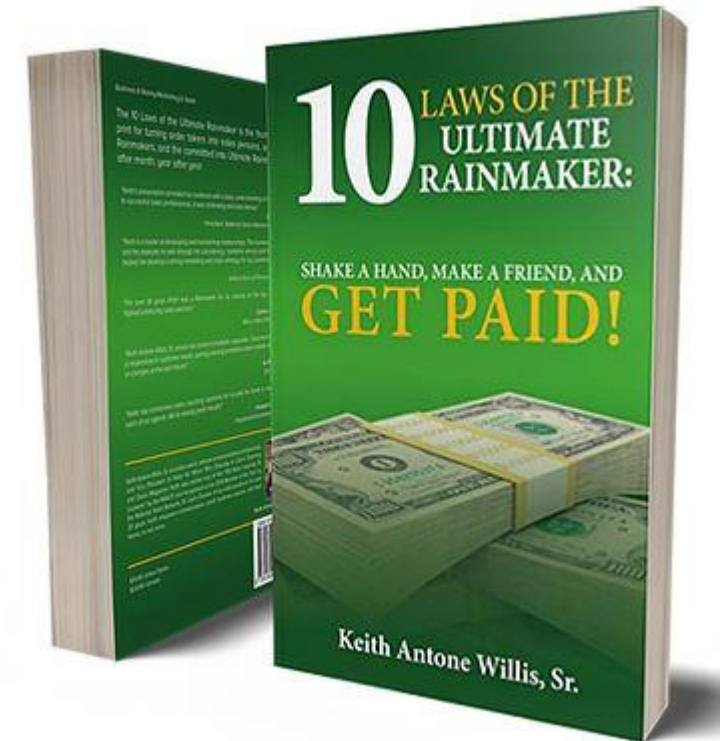
A native of Columbus, Ohio. he and his wife Ericca live in St Louis and are the proud parents of five adult children: Antionette, Natosha, Brittany, Keith Jr and Keion.



THE BOOK

10 Laws of the Ultimate Rainmaker: Shake a Hand, Make a Friend and Get Paid!

...is the foundational blueprint for turning order takers into salespersons, sales folks into Rainmakers, and the committed into Ultimate Rainmakers, month after month, year after year.




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SALES



10 BELIEFS OF TOP SALES PRODUCERS
by KeithSalesPro

Keith Anzola Wilks, Sr. aka, KeithSalesPro, joins Twelve Magazine with his Career / Sales Blogger Column, "MAKE IT HAPPEN". KeithSalesPro will provide career and sales tips for Twelve. Selling since the Age of 13 (and counting-down) KeithSalesPro has sold everything from newspapers to corporate sponsorships. He soon to be "MILLIONAIRE" combines his knowledge and superior sales skills and techniques in 10 "MUST-READ" articles that any sales professional must master to become the sales leader for their organization.

KeithSalesPro also started "The Ultimate Sales Academy" to teach the 10 Laws to newcomers, and those who want to sharpen their sales skills. Keith is a proud member of the National Sales Network, St. Louis Chapter and current Director of Sales & Marketing for Who's Who in Dick Kankas City.

"Each column will have useful tips & techniques for all career professionals, not just folks in the sales industry" KeithSalesPro says. You can also hear KeithSalesPro weekly audio blog on Gospel 1050, iHeart Radio and One RareGem Productions Internet site. Follow KeithSalesPro on twitter and facebook @KeithSalesPro or visit his website at www.KeithSalesPro.com and www.who'swhoin.com #KSA1050

A while back I read an article on Tom Black, author of "The Billionaire Millionaire." He shared his list of personal beliefs that he's experienced in top salespeople and has surprisingly "having the right attitude" is crucial to being a Top Sales Producer (T.S.P.) here is a summary of 10 of his beliefs (in no particular order) applied to my personal experience.

Top Sales Producers believe that people are as happy as they want to be.
T.S.P. have very positive attitudes and are usually being as they come across others. He believes that you choose to either think your are an negative thought.

Top Sales Producers are persistent even in the face of disappointment.
T.S.P. realize that every sales call isn't their result in a sales, but the result determines such as getting a referral or scheduling a second meeting so progress remains the key. He says "lose this one, lose the next. We have this one and learn."

Top Sales Producers constantly seek to improve, acquire knowledge, and learn new skills.
T.S.P. are always always looking for an edge, being active, attending seminars and trainings. One such seminar has cost over \$1.1 million dollars an sales training alone. EVERY DAY seek to learn something new.

Top Sales Producers think BIG even when dealing with small numbers.
T.S.P. are always looking for the next BIG sales, making an opportunity. He always surround himself with other people thinking people. He can't believe in ourselves even when these chances to us we can't see or share our "BIG"!

Top Sales Producers are fully committed to being of service to others.

T.S.P. have a "What have I done for YOU lately?" attitude. He is always looking for ways to give to others. When we make service to others a part of our daily routine, our relationships and ultimately our sales will increase.

Top Sales Producers are willing to leave their comfort zones.

T.S.P. are not afraid, period. We know as you know you never had you have to do what you have never done. This may be the most difficult belief for most to embrace and achieve.

Top Sales Producers are uncommittable professionals and believe accordingly.
T.S.P. aren't the selling profession is a "SIT UP-GET UP!" We are always always selling, otherwise we are getting passed!

Top Sales Producers accept change as a part of the volatility and uncertainty.
T.S.P. expect that something will change, so we embrace all scenarios going that a meeting or presentation. We are always extremely flexible.

Top Sales Producers make decisions quickly and take immediate action.
T.S.P. are not procrastinators. We know that time is money. "DUE" means "DUE" made it "It happens later or it happens tonight!"

Top Sales Producers take full responsibility for their performance.

T.S.P. will NEVER point the finger at someone else on the team. If it is to be it is up to me. There isn't no easy street and focused on our "BIG"!

Top Sales Producers are persistent even in the face of disappointment.

[Click here for full article]

BLACK ENTERPRISE

ENTREPRENEURSHIP

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10 BELIEFS OF TOP SALES PRODUCERS

1. Top sales producers believe in the power of their own beliefs. They understand that their beliefs are the foundation of their success. They know that if they believe in themselves and their product, they will be successful. They also know that their beliefs will influence their actions and decisions. They understand that their beliefs are the key to their success.

2. Top sales producers believe in the power of their own actions. They understand that their actions are the result of their beliefs. They know that if they believe in themselves and their product, they will take the necessary actions to succeed. They also know that their actions will influence their beliefs. They understand that their actions are the key to their success.

3. Top sales producers believe in the power of their own relationships. They understand that their relationships are the result of their beliefs and actions. They know that if they believe in themselves and their product, they will build strong relationships with their clients. They also know that their relationships will influence their beliefs and actions. They understand that their relationships are the key to their success.

4. Top sales producers believe in the power of their own persistence. They understand that their persistence is the result of their beliefs and actions. They know that if they believe in themselves and their product, they will not give up. They also know that their persistence will influence their beliefs and actions. They understand that their persistence is the key to their success.

5. Top sales producers believe in the power of their own positivity. They understand that their positivity is the result of their beliefs and actions. They know that if they believe in themselves and their product, they will be positive. They also know that their positivity will influence their beliefs and actions. They understand that their positivity is the key to their success.

6. Top sales producers believe in the power of their own focus. They understand that their focus is the result of their beliefs and actions. They know that if they believe in themselves and their product, they will be focused. They also know that their focus will influence their beliefs and actions. They understand that their focus is the key to their success.

7. Top sales producers believe in the power of their own discipline. They understand that their discipline is the result of their beliefs and actions. They know that if they believe in themselves and their product, they will be disciplined. They also know that their discipline will influence their beliefs and actions. They understand that their discipline is the key to their success.

8. Top sales producers believe in the power of their own consistency. They understand that their consistency is the result of their beliefs and actions. They know that if they believe in themselves and their product, they will be consistent. They also know that their consistency will influence their beliefs and actions. They understand that their consistency is the key to their success.

9. Top sales producers believe in the power of their own adaptability. They understand that their adaptability is the result of their beliefs and actions. They know that if they believe in themselves and their product, they will be adaptable. They also know that their adaptability will influence their beliefs and actions. They understand that their adaptability is the key to their success.

10. Top sales producers believe in the power of their own resilience. They understand that their resilience is the result of their beliefs and actions. They know that if they believe in themselves and their product, they will be resilient. They also know that their resilience will influence their beliefs and actions. They understand that their resilience is the key to their success.

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Services



Consulting

Our consulting services, focuses on your most critical problems & issues and turn them into opportunities for your organization.

We work on strategy and developing successful ways to bring out the best for our clients and the organizations they represent.

We love what we do, and we love meeting people where they are, to help them get to where they want to be!



Training

The Ultimate Rainmaker Academy is a different type of sales training organization. We have developed proven successful sales principals , not tricks, gimmicks or secrets.

When implemented, will turn the order taker into a salesperson, the salesperson into a Rainmaker and the Rainmaker into the Ultimate Rainmaker!



Speaking

Keith Antone Willis, Sr. is an expert speaker, He speaks on several topics inspiring audiences across the country!

Contact our office for a list of topics or to have us customize a topic for your next conference training or event!

Clients



Clients



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*Empowering Communities.
Changing Lives.*

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