

# **David Hepburn Jr**

**Owner at Mentoring Your Success**

Phoenix, Arizona Area, AZ, US

Business Mentor, Trainer, Speaker. I get rid of the "Head Trash" you deal with so you can get to where you want to be!

---

## **Biography**

I used to be a Marketing Consultant. In 1999 I fired all my clients. It was the best day of my life!! It was then I started to do what I was meant to do...and that is help small business owners get their businesses to where they want them to be.

I realized then that even though I helped businesses grow, when I left them, they went back to where they were before we started working together. Their internal thermostat was stuck. They sabotaged themselves to stay at a level that was less than when I worked with them.

Now, I work with their internal thermostat FIRST, then we grow the business.

I help you understand why you think the things you do and how to think better. Awareness is the key and you need to be aware of what you think. It's called Metacognition and most people don't do it.

---

## **Availability**

Keynote, Workshop, Corporate Training

---

## **Industry Expertise**

Corporate Training, Education/Learning, Business Services

---

## **Areas of Expertise**

Personal Development, Sales Training, Business Development

---

## **Affiliations**

The Mastermind Roundtable "Dream Team"

Toastmasters, National Association of Sales Professionals, Scottsdale Chamber of Commerce, ASBA Arizona Small Business Association, North Phoenix Chamber of Commerce

---

## **Sample Talks**

## **Understanding Selling...And Why You Struggle**

Everyone sells! Not everyone sells well!

Find out why your sales are not where they should be...(and it's not the economy!)

Sales is an "Inside Game." Most salespeople aren't even playing in the right arena

Sell: It's NOT a 4 letter word. If you think it is, you need to be here!

Learn why Professional Salespeople Succeed where you struggle

Using stories to sell & why you need to

Serving vs. Selling

7 Ways to Nurture Relationships

Finding Your Unique Selling Proposition

4 Secrets to Se

---

## **Event Appearances**

**Reprogram Your Brain For Success**

Reprogram Your Brain For Success

---

## **Education**

**University of Minnesota**

English Literature

**Bethel University**

BS/BA English, Psychology, History

**Minnehaha Academy**

**Bethel University**

BA English, Psychology, History

---

## **Testimonials**

**Kevin Mogavero**

David's workshops are just that, WORKshops. They force you to stop working IN your business for a moment and make you work ON your business. So get your mental gym shorts and a towel and prepare to do some work. Just like after a good workout, you'll be so glad you did it. You'll leave the workshop with a new energy, a solidified strategy and some homework to keep you going. If you follow his advice, there is no other alternative but success. What he tells you to do isn't easy, but it is simple. David takes the complex and broad topics and breaks them down to narrow, simple tasks. The only thing you need when you leave his workshop to be successful is to implement the plan he helped you create! ~ Kevin Mogavero

**Sue Ciccolini**

"David is an experienced success coach and his seminars provide relevant, useful information that can be applied immediately to your business." Sue Ciccolini

---

[Please click here to view the full profile.](#)

This profile was created by [Expertfile.](#)