

David Newman

Marketing Speaker, Marketing Consultant, Marketing Coach at Doit!Marketing

Bryn Mawr, PA, US

Helping professionals market smarter and experts speak more profitably!

Biography

I've worked at the intersection of consulting, speaking, training and professional services since 1992. My lifetime "live-with" (mantra) is "Do WHAT you love WITH those you love and FOR those you love."

I run Do It! Marketing, a marketing strategy and "done for you" services firm specializing in working with speakers, consultants and professional services firm owners who want MORE leads, BETTER prospects, and BIGGER sales.

Availability

Keynote, Moderator, Workshop, Host/MC, Author Appearance, Corporate Training

Industry Expertise

Business Services, Advertising/Marketing, Professional Training and Coaching

Areas of Expertise

Marketing, Entrepreneurship, Business Growth

Affiliations

National Speakers Association, Stanford Graduate School of Business, Sales and Marketing Executives International, American Management Association

Education

Franklin & Marshall College

BA English, BA Drama

City University of New York

Master of Fine Arts (MFA) Theater/Directing

Stanford Graduate School of Business

Certified Instructor of MBA Creativity in Business curriculum Creativity in Business

Accomplishments

Published by AMACOM Books

David's new marketing book coming from AMACOM titled "Do It! Marketing: The Kickass Guide to Getting More Leads, Better Prospects and Bigger Sales."

Details, previews and bonuses coming your way soon! Preview and bulk ordering information is online here: <http://www.doitmarketing.com/marketing-book/>

National Convention and Chapter Presenter, National Speakers Association

David has been invited to present to his professional peers at the National Speakers Association every year since 2008. David is also in his third year chairing an educational track on marketing for the Canadian Association of Professional Speakers (CAPS).

Fast Company FAST 50 Finalist

Named Fast Company FAST 50 Finalist in 2002, 2003, 2004 having been selected in the top 200 entries from over 1800 entries submitted globally.

Included in Seth Godin's BULL MARKET

David and his company were featured and profiled in marketing expert Seth Godin's book, BULL MARKET as a trendsetter, rebel and unconventional hero of marketing, creativity and business growth.

You can still download your very own copy here:

<http://www.sethgodin.com/bull/download.asp>

Testimonials

Robert Bradford

"I've seen David speak many times, and he always stimulates great ideas for marketing my business. Not only is he an excellent speaker, but he has given me rock-solid ideas about how to amp up my own marketing."

Kirstin Carey

"David delivers, delivers, and delivers some more. David has one of the quickest and most creative marketing minds I've ever come across. His practical, ready-to-be-used advice is dead on. His style is in-your-face without being too harsh, with a twist of good humor thrown in."

Steven Stein

"Once again the feedback from attendees was phenomenal, they loved it, and dare I say it was our very best meeting! David has great energy and is highly recommended!"

Jeff Phillips

"The concepts in David's presentation truly transcended any industry specific rules, making it VERY pertinent to our dealers. David did a superb job of learning our business model and applying it to his presentation. The preparation and attention to detail was very apparent to all of us!"

Cynthia Huber

“David provided an abundance of practical tools, an engaging style, fabulous ideas, and most importantly... ENCOURAGEMENT and MOTIVATION. I applied some of David’s ideas right away and realized a difference in my marketing style and my bottom line. I highly recommend David Newman.”

Doug Schmidt

“David’s ability to talk about and implement marketing/sales strategies provided me with a common sense approach on how to sell more. I would recommend that any sales, marketing or C-level executive should listen to David’s ideas on how to get results!”

Mary Broussard

“David has been training our sales staff and I have to say, he is the best sales trainer I have had the pleasure of working with. David is immediately responsive, always has a ton of new ideas and works well with everyone. I highly recommend his services to people needing a blast off in their production.”

Michael Roby

“Do you REALLY want to grow your business? Then hire David Newman! David provides more solid marketing in one hour than you can imagine. Actionable ideas flow from his personal and collective experience in growing professional services firms.”

Gerard Braud

“It is frightening to see just how "spot on" David is with his strategies. Within the first few minutes of his presentation, I had already written down three million-dollar ideas. I can't wait until I get to see one of his presentations again.”

Steve Horner

"Practical, nuts-and-bolts, and loaded with valuable strategies, tools, and tactics. If people didn't leave the room with \$30,000 or \$40,000 of value, they must have been sleeping!!"

Cindy Jones

"The seminar was great. David gave me many useful ideas. Session was so relaxed, it was almost like talking with him one-on-one."

Marie-Josée Shaar

“The best part about David's marketing advice? It's motivating! For someone like me who usually wants to run in the opposite direction the minute I hear about sales tactics, the fact that I'm actually looking forward to applying his strategies is HUGE! David makes a ton of sense in a un-common sense kind of way!”

Gail Welkes

“Having experienced a multitude of sales and marketing programs, I was astonished at the tangible and immediate results of David’s action-oriented process. I walked away with two results – an increase in clients and revenue, and a yearning to continue to apply these skills. Finally, something that works!”

Tom Sheives

“Between David’s seminar and our individual coaching, it was really one of the best values I have received to help me grow my business and give me the confidence in marketing my services. David really is the Great Guru in marketing for small businesses!”

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