

S. E. Day

The Graceful Negotiator & Personal Finance Expert at The Legally Steal Show, Inc / S.E. Day & Associates

Tampa, FL, US

Give me 60 minutes! I will have your audience closing more deals even when their clients don't want to purchase!

Biography

Mr. Day is a respected and sought after, professional speaker and best-selling author with more than twelve years of public speaking experience and 20 years of automotive sales, management, and dealer-owner experience. S. E. is often requested to present his speaking and training series titled, The Graceful Art of Negotiations, which teaches his audiences how to turn a “no” to a “yes” in sales through effective negotiation.

Combining his prior experiences as a U.S. veteran, seminar facilitator and award-winning salesman with his negotiating techniques, Mr. Day has found effective means of educating others through his talk show, keynotes, and training seminars. S. E. is also a small business champion and consultant who advises business owners on strategies of sustainability and growth, effective contract negotiations, business structure and credit, etc.

Mr. Day currently uses the platform as the host of The Legally Steal Show to keep his audience informed of the financial pitfalls and personal finance while giving them the knowledge on issues which matter most to their wallets! As of February 2012, Mr. Day is the official Spokesperson for Grow Financial Federal Credit Union based in Tampa, Florida.

Availability

Keynote, Moderator, Panelist, Host/MC, Author Appearance

Industry Expertise

Media - Broadcast, Business Services, Advertising/Marketing, Consumer Services, Corporate Leadership, Think Tanks, Automotive, Professional Training and Coaching, Financial Services, Non-Profit/Charitable

Areas of Expertise

The Graceful Art of Negotiations, Sales Motivation, Leadership Under Fire, Leadership Synergies, Women in Business, Diversity in Leadership, Business Relationships, Youth Entrepreneurism, Corporate Structuring & Staff Development, Business Credit

Affiliations

Wheels of Success (Board of Director), Tampa Bay 500+

Sample Talks

The Grace Art of Negotiations Series

As a former law enforcement investigator and sales negotiator, S.E. has delivered his staple series of speeches and training to thousands of individuals. He teaches the art of negotiations through 7 phases to maximize results. "Read your client like a book and alleviate his/her objections to close the deal, gracefully!"

Sales Motivation / Inspiration

With more than 20 years of award-winning, sales experience and negotiation skills, S.E. delivers a powerful and inspirational message to sales forces.

Women in Business

S.E. delivers a powerful engagement with women leaders while encouraging them to take charge with their uniqueness using negotiating techniques without reservations or stigmas.

Leadership Under Fire (Corporate)

A proven leader in real-life combat, S.E. talks to corporate leaders about handling adversity under fire through effective negotiations with shareholders, superiors, subordinates, and the media. "When in charge, take charge!"

Entrepreneurism

Once a young entrepreneur himself, S.E. will deliver a dynamic talk to youth while impressing thoughts upon them the negotiation tips to capitalize as young entrepreneurs while encouraging educational growth.

Event Appearances

Title

Executive Women's Committee - Keynote (Private Business Club)

Title

NFL Super Bowl 43 Career Expo - Expert Panelist

Title

National Association of Female Executives - Keynote

Title

Atlanta Association of Insurance Women - Keynote

Title

Fulton County Public Schools Conference - Keynote

Title

Georgia Fatherhood Program - Keynote

Title

Fulton County Business Incubator - Keynote

Education

Southern New Hampshire University
MS Community Economic Development

US Army Military Police School
Diploma Advanced Military Police Officer Training

Southern New Hampshire University
Diploma Credit Union Board Management & Operations

Georgia Public Safety Training School
Diploma Specialized Law Enforcement

US Army Military Police School
Diploma Basic Military Police Officer Training

Mississippi State University
BA Political Science

Accomplishments

Spokesperson
Credit union spokesperson for Grow Financial Federal credit union

U.S. Veteran (Persian Gulf War)
Served as a military officer before, during , and after the 1990-91 Persian Gulf War.

Who's Who in Atlanta
Recognized as an "up and coming" entrepreneur for 2006 in Who's Who in Black Atlanta

Who's Who in Atlanta
Recognized as a "power mover" for 2007 in Who's Who in Black Atlanta

Best Selling Author
Best-selling author status of The Negotiating Experience, Your Car Deal Your Way! (2nd Book)

November Spotlight for FOCUS Magazine
Cover recognized as Tampa's newest and most engaging consumer advocate for FOCUS Magazine

Testimonials

Debbie Lundberg

"SE Day has boundless enthusiasm, interest and drive to get you the information, education and appreciation for all you can do when buying a vehicle! SE spoke to a group I am a part of, and clearly everyone was blown away by his expertise and sharing nature. Thank you, SE!!"

Sherida Furgenson, CFP, CEBS, AMWA

"I referred S.E. to a company for a marketing project and observed his presentation. He was excellent! He is knowledgeable, personable, and does his homework. I recommend anyone who is looking for a unique marketing project, trainer or speaker to contact him.' Sherri Ferguson"

Edgar Bateman III

"SE Day is an effective and successful deal maker. He has an uncanny ability to get the deal done whether negotiating your next automobile purchase or by creating a synergistic corporate partnership. SE is the person to call if you want to get the deal done and do efficiently and ensure all parties maximize all opportunities."

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