



Richard Wright



Biography Richard Wright is a sales guru, successful entrepreneur, and an inspirational force to be reckoned with.

He is a three time, stage four brain cancer survivor who overcame all the odds of beating cancer whilst at the same time competing in some of the world's toughest endurance events, including six Ironman triathlons in that time. He is an expert on the power of the brain, change management, authenticity, and understanding how to overcome literally anything. A very different speaker who delivers with the most authentic and real energy.

In his inspirational presentations he shares many of the hardships he has endured with loads of humour, but more importantly he shares the lessons he learned from overcoming these insurmountable challenges. Turning hardship into success. He will captivate any audience through his deeply researched knowledge and personal experience of the power of the brain. Leaving the audience inspired, challenged and motivated, armed with practical tools for change.

EXECUTION STARTS WITH FOCUS: Things change, you face disruption and challenges abound. The finish-line moves or even disappears, and your expectations are thrown. How do you overcome, and even thrive in the chaos. What you focus on in times of change is critical to your business.

DON'T SELL TO ME | A KEYNOTE ON THE PSYCHOLOGY OF SALES: Lessons from SA's top Real Estate sales trainer and coach. Sales is needs centric, yet most salespeople spend more than 90 percent of their time trying to sell rather than identifying and triggering needs in their clients and customers, overlooking the psychology of sales, and underperforming to their potential. Who better than Richard to spark the thinking of your sales team whilst inspiring and motivating them.

THE CULTURE OF THE TEAM THAT DEFIED ALL ODDS: Richard's success can largely be attributed to the phenomenal team of medical professionals and various other individuals, and the culture of success within the team. What does it take to achieve the seemingly impossible?

Location Gauteng

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