

## John Chapin - Bio

In the insurance field John currently manages commercial agents on a part-time basis for several independent insurance agencies, trains at some other agencies, speaks for insurance associations nationwide, and writes a monthly sales article for over 200 publications. John was also the #1 agent in New England for the American Express Long-term Care Insurance Division. When John speaks, agents quickly realize that he has been in their shoes and “gets it”.

An award winning sales speaker, author, trainer, and coach, John has over 31 years of extensive sales, customer service, and sales management experience. In addition to being a number one sales rep for most of his 31+ years in sales, John also is the author of the 2010 sales book of the year: Sales Encyclopedia (Axiom Book Awards), which is also the largest sales book on the planet (678 pages).

His primary subjects are how to get agents motivated and doing more business now. His specialty is helping agencies significantly increase sales revenue.

Voted the second best public speaker in Massachusetts and Rhode Island and a member of the National speakers Association, John has delivered hundreds of presentations on sales, business building, and motivation.

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