Online Speakers Bureau

James Holmes
Tim Shaver and Associates, LLC/ DBA Sandler Training
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Biography: Jim Holmes is president of Sandler Training in Middle Tennessee and co-owner of Tim Shaver and Associates, a business development and consulting firm. Shaver has over 35 years of business experience in both the corporate and private business world. He has held a position of national sales manager, managed groups of up to 300 employees, and directed the sales and marketing efforts of companies and divisions doing from $1 million to over $2 billion in annual revenue. His leadership, knowledge and expertise have been acknowledged through awards such as National Sales Manager of the year for The Walt Disney Company.

Presentation Topics: Top 5 Revenue Mistakes All Businesses Make, Top 3 Mistakes Sales Managers Make, Top 5 Problems Firms have in Growing Revenue, Top 3 Communications Mistakes Executives / Managers Make

Areas of Expertise: Sales, business development, rainmaking, leadership, management, customer service, communications, team building, hiring, recruiting

Rob Dodson
Adams and Reese LLP
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Biography: Rob Dodson has over 16 years of experience practicing law in the construction and energy industries. Dodson is licensed in Tennessee, Alabama and Mississippi, and he regularly handles matters throughout the country for his clients. He also has significant experience in general commercial litigation. Insurance and products liability litigation, and has tried many cases before Judges and juries in the Southeast..

Presentation Topics: Construction law issues facing owners and contractors, liability for construction defects, construction contract drafting, performance and payment bonding issues, construction lien law in Tennessee and beyond, contractor licensing issues, any other aspect of the construction process, protection of rights in a mineral lease, best practices in contract construction for mineral leases, the effects of hydraulic fracturing on the typical mineral interest holder, environmental concerns of the owner, operator and other parties in the typical oil and gas lease, resolving commercial disputes - litigation vs. arbitration

Areas of Expertise: Construction, oil & gas, commercial litigation

Tim Shaver
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Biography: Tim Shaver is a speaker and business expert who delights his audience with human insight and mastery of business techniques. A 1974 graduate of the U.S. Military Academy, Tim received a BS degree in engineering. He was commissioned as a 2nd LT and served for five years as an infantry officer in both command and staff assignments. After leaving the military, Tim spent 20 years working for both family owned and public companies. During this period he was a facility engineer, plant manager, sales manager, corporate trainer, director of operations and VP of Manufacturing for 33 facilities and 2000 employees. He has been involved in over a dozen corporate acquisitions, which has given him an in depth understanding of the problems facing small and mid-sized business. Tim is a member of the American Society for Training and Development, the Nashville Association of Sales Professionals, and Sales and Marketing Executives International.

Presentation Topics: Key Networking Skills Every Professional Needs, Non-Traditional Sales Strategies For Women, How to Sell Value Instead of Price, How to Hire a Sales Superstar, Sales Strategies for on-Selling Professionals, Conquering Cold Calls, How to Develop A Prospecting Plan, Strategic Planning for Today's Business Owner, How to Reduce Employee Turnover through Better Hiring, How to Use Assessments and Coaching to Grow Great
Employees

Areas of Expertise: Sales, Management, Leadership