

Bio For Don Hutson



At age 17 a young Don Hutson helped his Dad selling houses in a brand new subdivision outside of Memphis Tennessee. Don had a problem. As a skinny teenager, he needed to wear a suit, to appear older and more professional. He thought adding a hat to the look would do the trick. And so launched a legendary sales career for Don Hutson. It was in that year he and his dad sold 76 houses, and the rest is history.

Although his plan was to succeed his mother and father to get his degree at their alma mater, fate had a different plan, and that twist of fate was the key to Don Hutson's incredible journey. He worked his way through the University of Memphis, graduating with a degree in Sales, the only one in America at that time.

Don went on to become the #1 salesperson in a national training organization. He established his own training firm and was soon in demand as a professional speaker.

Don has been recognized with many honors, most recently the National Speakers Association's "Master of Influence" Award. He shares this recognition with leaders that include Ken Blanchard, Jack Kemp, Zig Ziglar and Norman Vincent Peale. Don is the author of 14 books, including his latest, *Selling Value*, and his two Wall Street Journal and New York Times best sellers, *The One Minute Entrepreneur* and *The One Minute Negotiator*.

Your presenter today has walked the talk he knows sales!