

# Todd Hartley

**Availability:** Get a Quote for Availability



## Short Description

#1 bestselling author of Accelerating YES!, and the world's leading authority on revenue acceleration, trust-building, and using video to close deals. He's the founder of WireBuzz and Clarity.video, and has trained everyone from Tony Robbins' companies to Fortune 500 giants like Home Depot and MD Anderson.

## About

### About Todd Hartley

#1 bestselling author Todd Hartley is the leading authority in revenue acceleration, establishing trust, and using video to win more sales deals. As the founder of the WireBuzz Revenue Acceleration Agency and the Clarity.video sales tool, Todd has cracked the sales code and redefined how businesses close deals in a digital world.

At the height of the pandemic, Todd trained Tony Robbins' companies to win more deals using video. The results were so transformative that Tony invited Todd to become one of his Business Mastery Faculty Speakers.

Todd's expertise also earned him a national spotlight, serving as a special advisor to two consecutive White Houses, where he guided how America communicated its cancer policies to physicians and patients.

Now, a frequent keynote speaker on the biggest stages in the world, Todd's strategies have empowered both Fortune 500 companies and small businesses to market and sell more effectively, driving \$6 billion in revenue last year alone.

**His clients include:** Home Depot, AAA, MD Anderson, and celebrities like Justin Timberlake.

He is also the author of the #1 bestselling book, Accelerating YES!, a go-to guide for strategizing and aligning sales and marketing teams.

**Todd's mission is simple: help businesses create more leads, more revenue, and more celebrations.**

## Videos

### Contact/Quote

{rsform 3 Speaker="Todd Hartley" }

### Keynote Topics

#### **Lead Generation Goldmine: The Predictable Lead Flow System**

In today's noisy marketplace, more leads don't equal more sales—better leads do. In this high-impact keynote, Todd Hartley pulls back the curtain on the Predictable Lead Flow System, a complete strategy that helps businesses attract high-quality, ready-to-buy prospects every month—without chasing, cold outreach, or wasted ad spend.

This isn't theory. It's the same proven framework Todd teaches to the world's fastest-growing companies and Tony Robbins' Business Mastery audiences. Attendees will discover the #1 mistake that's killing their sales, learn how to fix it fast, and walk away with a simple, automated 3-step system that turns lead generation into a reliable, scalable machine.

#### **Audience Takeaways:**

- How to eliminate lead flow anxiety forever
- Why more leads often = more frustration (and how to fix it)
- A simple, scalable system to generate high-quality, highly qualified leads

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**Instant Credibility Blueprint: proven methods to boost revenue for your new or**

## **established businesses**

In a world full of options and skepticism, the #1 unspoken question every buyer asks is: “Can I trust you to deliver?” If your business can’t answer that instantly—with clear, visual proof—you’re losing deals before the sales conversation even begins.

In this powerful keynote, Todd Hartley unveils his Instant Credibility Blueprint—a battle-tested system for transforming your expertise, past wins, or even raw potential into a powerful credibility engine that closes deals faster. Whether you're new to your industry, building a personal brand, or leading a seasoned business, this keynote delivers the exact framework to make trust your greatest sales weapon.

### **Audience Takeaways:**

1. **How to Turn Past Wins into Sales Power—Even If They’re from a Different Industry**  
Learn how to transform your previous successes into compelling proof that builds instant credibility and positions you as the obvious choice.
2. **How to Borrow Authority (Even If You’re Starting From Zero)**  
Discover how to ethically “borrow” credibility from experts, frameworks, and case studies to accelerate trust when you're new or rebuilding.
3. **How to Eliminate Buyer Risk with Irresistible Visual Proof**  
Create simple, scalable credibility assets that remove hesitation, reduce objections, and make your offer feel like a safe, smart decision.

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## **Winning Your Private Evaluation Moment: How to Close 75% More Deals with Simple Proposal Videos**

In today’s sales landscape, winning the meeting is no longer enough. According to groundbreaking LinkedIn research, 73% of decision makers evaluate your solution when you're not in the room. This moment—the prospect’s private evaluation moment—is where most deals are won or lost.

In this high-impact keynote, Todd Hartley reveals the secret to turning that silent, behind-the-scenes moment into your greatest sales weapon. By using simple, strategic proposal videos, you’ll learn how to control the conversation even when you’re not present, meet your buyer’s deepest psychological needs, and accelerate them toward a confident YES.

Whether you're a small business owner or part of a Fortune 500 sales team, this session

will transform how you present, persuade, and close deals in a complex, multi-decision-maker world.

**Audience Takeaways:**

- 1. How to Win the Private Evaluation Moment  
Discover the overlooked moment when your prospect is making their final decision—without you—and how to influence it with precision and clarity.
- 2. The 3 Psychological Needs Every Buyer Has (and How to Exceed Them)  
Learn how to align your message with what buyers truly need: Clarity, Credibility, and Collaboration—so they can confidently choose you over all other options.
- 3. How to Create Simple, Game-Changing Proposal Videos That Close More Deals  
Master a fast, repeatable video strategy that turns every proposal into a personalized, persuasive experience—without needing a video team or tech skills.

**Requirements**

Engagement	
Price Range	\$10K to \$25K