



Imagine a sales guru who has a gift for showing—not just telling—others how to succeed.

Imagine a true master with a talent for helping people harness the power of three simple principles: relevance, trust and rapport to achieve new levels of sales excellence.

Imagine a sales performance expert with no gimmicks or hype, just a straight-shooting professional who not only talks the talk but walks it and demonstrates it with a personal closing ratio of 90% to prove it.

Meet Howard Olsen.

Howard has transformed 25 years of trail blazing international sales success into his life's purpose as Founder and President of High Output Training Systems. Equal parts dynamo and sales performance expert, he's inspired and wowed audiences across the globe with engagements ranging from the keynote at NASCAR to training programs in Mongolia.

Neither the title "Speaker" nor "Trainer" fully captures the essence of what Howard does. He's a catalyst for positive change. He's a highly intuitive relationship builder who genuinely cares about igniting a drive to succeed in others. You won't catch anyone snoozing or checking their watch when Howard has the floor; his irresistible enthusiasm, sincerity and sensible content wins over even the most reluctant audience member.

Howard's unique approach blends a natural and intuitive communication process with iron-clad templates that anyone can learn to sell without friction or pressure. His client's all agree that the results are amazing!

People often ask Howard why he no longer pursues a highly lucrative B2B sales career. The answer is simple: showing others how to tap their own genius is far more gratifying than simply conquering new markets. Howard has a remarkable talent for inspiring a can-do attitude that endures long after a speaking or training program. His practical, how-to action plans and incomparable ability to impart them to others, take people beyond thinking about success to actually achieving it.

When he's not encouraging others to achieve greatness, Howard and his wife Michaela love unwinding on their Harleys with dog Stanley on the back.