

Randy believes that “America’s success comes from Chambers, People and Small Business Development”.

Randy King, for 14 years was the top sales leader, and division/national manager with the U. S. Chamber of Commerce: the largest business federation in the world.

He moved up the chambers ladder 7 times in his 14 years with the U. S. Chamber

He took 7 districts, 1 region and 1 division from \$1.5 million in combined revenue to over \$86 million in 12 years.

With 135 sales representatives, 6 Regional Managers, 12 District Managers, 8 Area Managers and 15 trainers who King was responsible for; his sales force covered 1/3 of the country, and made up 35% of the U.S. Chamber’s sales force.

Randy was part of the National Training Council with the U. S. Chamber that was set up to train other sales managers throughout the country.

After leaving the Chamber, Randy founded his own consulting companies: Winner’s Legacy International, Inc/MindWalk software.

He developed an entire sale force campaign for a \$100 million a year division of a \$17 billion energy company, UtiliCorp United.

His training turned around their losing sales business units by 600% in 16 months, while increasing productivity and greatly decreasing turnover.

The National Federation of Independent Business (NFIB) one of the nations most powerful small business advocacy group, asked Randy to look at their retention and development process of their 400 plus outside membership sales force. Adjustments were made and results were soon on there way!

Randy has throughout his career been the keynote speaker for many Fortune 500 companies on selection, retention, and productivity. And it asked frequently to speak at many chamber events and board retreats. And has been on hundreds of talk radio shows nationwide.

Randy is an international author of Five business books: ***Grow Your Company Grow Yourself and Together Dominate the Marketplace 2nd edition*** has just been released. ***Also, he has 4 audio Educational Seminar Series that is out to the Chamber and business Community nationwide! His latest CD releases: AMERICAN PRIDE, It’s our Country it’s out choice (volume II) & AMERICAN PRIDE, By and for our young Americans (volume III)***

He is the founder, President/CEO of the ***Chamber Enhancement Group***. A company that Enhances **Chambers & Associations** thru staff & dues and non-dues best practices Development. ***“Our chambers & Associations are the faces of the business community. We are dedicated to helping them achieve member growth and retention as well as an increase level of professionalism through our enhancement systems”.***

Randy lives in Arizona with his wife Linda and their dog Miso. (YES, Just like the soup!)

