

EVOLVE YOUR SUCCESS

SAMUEL GBADEBO



MASTER YOUR MINDSET.
MASTER YOUR FUNDAMENTALS.
MASTER YOUR SUCCESS.



MEET SAMUEL

THE FIRST MINDSET FOCUSED PERFORMANCE COACH FOR PHARMACEUTICAL REPRESENTATIVES

As CEO of Evolve Your Success Transformational Programs and an ICF Certified Professional Coach, Samuel Gbadebo empowers pharmaceutical sales representatives and pharmaceutical organizations to harness the maximum power of human performance, intelligence and potential.

Samuel has identified sustainable solutions to address the challenges of pharmaceutical sales representatives, namely – the detrimental impact of decreased motivation on performance. [By focusing on mindset, implementing a system and improving communication, he has helped professionals recognize barriers to their professional performance and personal fulfillment, while creating sustainable change.](#)

Samuel has helped many small business owners and entrepreneurs find success through his transformative coaching methodology. He is passionate about sharing ideas to maximize human performance.

Outside of working with individuals to achieve their highest levels of performance both personally and professionally, Samuel enjoys spending time with his family and pursuing an active lifestyle in Long Beach, California.

BRIDGING THE GAP

BETWEEN SALES & FULFILLMENT

"The future of the Pharmaceutical Sales Representative is not the visit to the Customer Account, it's in the power of who is showing up to visit."

- S.Gbadebo



DANIEL BOTERO

FRITO LAYS COMPANY

"Working with Samuel for the past 6 months has really taken my effectiveness to a new level. I have done more in 6 months than in my past two years. Samuel has an ability to dig deep and help identify key activities that, if done, will make your goals a reality. He also allowed me to look at my goals in a different way and find creative ways to achieve them faster."



CATHY D REYES

SENIOR SPECIALTY SALES REP

"I worked with Samuel for five years and his tenacity in achieving goals, organizational skills and efficiency in managing his territory has been used as a model for new sales professionals that want to hit the ground running."



FERRIS KESSLER

HILTON GRAND VACATIONS

"I've always been fairly ambitious. When I started with Samuel I had a lot going on in my life but no clear direction. Samuel's program allowed me to hyper focus on goals that I believed were important only to realize they weren't important as I first thought. I've always had a lot of drive I just needed some direction and this program gave me exactly that."

Samuel believes that the sales force is one of the most important factors involved in the success of a commercial organization.

AND YET, 66% OF DRUG LAUNCHES ARE STILL MISSING SALES QUOTAS...

The reason: Research has shown that sales professionals will deliver more sales consistently, when they have the right state of mind, operate their territory using a system and are consistently effective with their communication. Knowing you should have a proper mindset and actually changing your thinking on a daily basis are two completely different things.



SPEAKING TOPICS

MASTER YOUR MINDSET.

MASTER YOUR FUNDAMENTALS. MASTER YOUR SUCCESS.



01

MINDSET MASTERY

THE SCIENCE OF YOUR PERSONAL EVOLUTION & BECOMING UNSTOPPABLE

Samuel understands that in order for medical sales professionals to thrive, there must be an opportunity for everyone in the sales force to operate at their highest level. But so many are lost in a sea of thinking that literally prevents them from any shifts in their territories & regions because they don't know how to create the right mindset. And without mindset, territory fundamentals cannot be executed, performance struggles which leads to career stalls, loss of enthusiasm, and loss of purpose. In this keynote training, Samuel offers a solution to change the mindset to create enormous shifts in performance and help leaders & representatives get a clear understanding into how their role can help them achieve their overall life fulfillment.

02

TERRITORY SYSTEM

HOW IMPLEMENTING THE FUNDAMENTALS CAN DRAMATICALLY CHANGE PERFORMANCE

Nearly every representative feels challenged by access and significantly threatened by the competition. But Samuel believes that when representatives struggle with sales performance it is often a result of inefficiencies in how they manage their territory. In this powerful training, Samuel teaches that the key to more success in your territory isn't just about doing hard work or doing more; it's in learning how to systemize a process for managing your territory & eliminating the emotional blocking that is killing a representative's efforts, careers, & drive.

03

EFFECTIVE COMMUNICATION

HOW UNDERSTANDING ENERGY PATTERNS AFFECT COMMUNICATION

A common line that is often used when discussing better communication is: speak to someone where they are. In this training Samuel teaches the fundamental energy patters that people operate in. This learning directly impacts self-awareness and emotional intelligence, and provides tools sales professionals can use to communicate more effectively with their counterparts, managers and customers.

BOOK SAMUEL

Samuel gives keynotes and trainings at a wide range of events. He has spoken to groups at companies such as
Frito Lay Company
Wells Fargo
the projects*
Hilton Grand Vacations

Samuel also speaks & trains at private events. If you would like to hire Samuel to speak at your event or organization, or to work with him one on one, please email: samuel@evolveyoursuccess.com or call directly at 657-859-9887

EVOLVE YOUR TEAMS

INTO SUPERSTARS

"Samuel is a combination of smart, engaging, passionate with just enough humor. His powerful speaking was a transformative experience. He has helped me see a new standard I can set for myself that has me consistently pushing for excellence. I have listened to a number of speakers, but none that have captured the journey of a pharmaceutical sales rep & what we can do to completely jump to a new level of performance at any time."

- Danielle Branch -
Executive GSK for Corporate Responsibility and
Global Philanthropy Healthcare



EVOLVE
Your Success

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