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**Forget Patience, Let's Sell Something!  
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August 22nd 2013: How To Become A Key  
Person of Influence In Your Industry Part 1**

Key People enjoy a special status in their chosen field because they are well connected, well known, well regarded and highly valued. They get invited to be a part of the best teams and projects and they can often write their own terms. The reality is that the greatest entrepreneurs on earth spend most of their time positioning themselves as the most important person in their industry. Your main job as a sales professional or entrepreneur is to become a Key Person of Influence and maintain it. Tune in to today's show, as my guest Topher Morrison will share with you the strategies for how you c

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**Featured Guest**



**Topher Morrison**

Topher Morrison is the Managing Director of Entrepo - USA, a growth accelerator firm that has worked with over 1000 companies globally in helping them to dominate their market share.

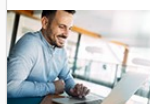
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