



DONNA SMITH BELLINGER

**Business Revenue Accelerator & Business Development
Author, Keynote Speaker & Trainer Creator of
"Revenue Up: From Sluggish To Sensational in Sales"**

Sales are the lifeblood of business - without sales, businesses can't scale grow or fulfill their potential.

Donna Smith Bellinger has spent most of her 25+ year career **leading, training and coaching high-performing and high-integrity sales teams** to boost revenues, work together efficiently, generate leads, up-level customer service and achieve consistent cash flow, using her 5-step "Donnatize to Monetize" process.

Donna's programs, seminars and workshop are **geared towards sales teams in owner-operated, service-based business**. She has particular expertise in the areas of IT sales and complex, high-ticket, large project, high-touch "relationship" sales.

Background & Experience

Donna is a proverbial "rags to riches" story. After leaving home at 18 with nothing to her name, she built a long and prosperous career on her own, and today pays forward her success by educating, training and serving others.

She is Adjunct professor of Business/Entrepreneurship at Columbia College Chicago.

Donna is the author of **"YOU LOST ME @ HELLO: Actionable Principles That Move You Beyond Networking"**. A definitive guide to turning cards into cash.

Donna has been an **award winning sales person**. Co-founded a successful Professional IT Services company and has established a reputation as an outstanding coach, sought after speaker and trainer on the topics of teamwork and motivation, primarily in **sales**.

In a nutshell: how to attract and close deals in a complex industry!

Prior to launching her training company, Donna ascended quickly in corporate sales, account services and training for technology companies. She has worn many hats in the field, and has specialized expertise in vocational/technical training and management, business development, program development and delivery, economic development and even multicultural marketing.

Throughout her career, Donna has also been a leader in her industry and beyond. Donna has served on numerous national and local boards including the National Alliance of Market Developers and the Dreamcatcher Foundation.

An international keynote speaker, Donna is often featured in the media, recently in **Essence Magazine**, in which she highlighted for **her book, You Lost Me @ Hello: Actionable Principles That Move You Beyond Networking**.

She's also written Creating The 8th Day & The 25th Hour and was a Contributing Author in The Entrepreneur Within You, Vol. 2, Ch. 1: *Failing Up*.

In 2014, Donna was awarded **The Reflections Award for Business Coaching Excellence**, was named in "**Women Who Change The World**," by the well-known *In Her Shoes Foundation*, and named a 2014 Women Of Impact. In 2010 she was named **one of 50 Women of Excellence by the Chicago Defender Newspaper**.