

JOE SEMAAN



BIO

Joe is a 14 year modern sales expert, new economy keynote speaker, and domination mind set coach.

Joe has mentored over 350 companies in over 20 industries in the past 14 years including audiences at giants like Microsoft, Bank of America, Wells Fargo, Equinox and many other leaders in the financial, technology, professional services, and marketing world. During this time, he has built a reputation for doubling and tripling sales for thousands of professionals and dozens of companies creating tens of millions in additional revenue for his clients.

Joe is known as a "secret weapon" and has recently become a "man of interest" and invited to speak on numerous stages and podcasts all attempting to unveil his modern secrets of selling and domination.

These invitations stem largely from his massive success at disrupting the sales training and mindset industry and has been called the most modern sales expert of our time. But his stage appearances have gained notoriety because of his powerful culture shifting "New Economy" keynotes like, Domination Economy and Domination Selling.

Joe explains:

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"The "Economy of Things" is moving faster than ever in the history of our existence, and millions of good-talented people are going to either get stuck or regress in the quality of their income and life if they are not awakened to the reality of the economy these days. This largely includes our communication skills, how we learn, and how we influence others, especially for sales professionals.

In the "New Economy" people do not want the feeling of being sold, and even though most sales professionals agree they don't want to be or sound "salesy," the truth is most of our skills and training have been passed down from "salesy" generations, books, managers, or mentors."

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In 2019, and after 14 years of privately mentoring 300 plus companies behind closed doors, Joe has decided to unleash his research and teachings publically and awaken the masses in efforts to create a better future before it's too late and the great "economic divide" weakens economies and families on a global scale.

STORY



BEGINNING

The man now known as a “Secret Weapon” in business and sales for tens of thousands of professionals did not begin his life or career as a high performance, game changing icon. In fact, he was born to a lower-middle class immigrant family of 4 children in the small all American city of Peoria Illinois.

Joe was the youngest and only one of 4 children to be born in the US. Being much younger than his siblings who moved out of the nest by the time Joe was 7 years old, left him with a slight advantage on other children. He was racing to grow up even when no one noticed.

MIDDLE

In 2002, after living in Chicago for more than 2 years and living paycheck to paycheck, Joe made an overnight decision that if he was going to have to struggle financially that he could struggle anywhere. “If I’m going to have to live broke for a while, I might as well be broke in warm sunny weather.” In February 2002 Joe made an over-night decision to pack his car and drive to California.

After living out of his car, a hand me down gifted to him by his brother John, for nearly 5 months, and taking on a handful of sales jobs to keep food on the table, Joe was recruited into the mortgage industry and like many would soon enjoy the fruits of the largest economic and mortgage boom we had seen in this century. And after a solid 4 year run, Joe had realized something that he just couldn’t ignore.

No matter how many people he and his employer would hire, only a very small percentage would reach the admirably higher levels of success or top producer status. Training... the world of sales professionals needed better training. And his January 2006 decision to leave the industry at its peak and begin a sales coaching career was not only shocking to his peers and family but started off very strong... only to be short lived success and within 18 months the great recession of 2007-2008 would not only crush the economy but all of Joe’s clientele, income, credit, and lifestyle. Broke again... 3rd time. This time it was much more

NOW

Since then, and after gaining momentum over the next 14 years, Joe would go on to become one of the most respected and impactful sales and leadership experts on the west coast mentoring now over 350 companies in over 20 industries all in person.

Joe entered into the under-valued sales profession by the age of 16, that’s if you don’t count all the little businesses he started between the ages of 6 and 15. He realized at a very young age that money gave people a sense of control and freedom. Joe was blessed to have been raised by amazingly loving, hard-working, and faith driven parents, yet he understood that they did not come this far and sacrifice so much for him to just have a middle-class future. But was lied ahead was a rocky road of financial ups and downs, temporary homelessness, and the frustrating roller coaster of life that many business and sales professionals endure throughout their career.

embarrassing. Joe would go from making hundreds of thousands per year to losing a home, his reserves, credit, friendships, and the respect of many.

However, another magical moment occurred that would leave Joe stripped of his ego but more powerful than ever. “I collapsed in the shower of an apartment I was about to get evicted from in 2008. It hit me all at once, the emotion, embarrassment, the nay sayers, the doubt, the frustration of losing so much, and a flashing sequence of all the bad decision I had made along the way.”

“The tears were running down my face like a waterfall and after spending about 5 minutes on the shower floor the water turned cold and then it happened! I realized that I was not good enough to out-perform any storm and that I only made good money during good times or easy economies.”

“I picked myself up and decided that I would do whatever it took to become someone whose value and skill set is unquestionable and respected by all and would head out to impact and lift as many people as I could during the process. I knew this was it. I began to study, research, practice, implement, and develop my skills and mind to a degree of obsession.

Now it’s time to share his message, journey, research, lessons, domination sales skills and domination mind set with the world through stages, podcasts, tv shows, interviews, articles, and courses in an effort to wake people up and prepare them for the reality of the new economy and the skills that are necessary to become a person of massive value while creating a quality life and success.

BIGGEST OBSTACLES

1. Moving to California and living out of a car for 5 months
2. Losing hundreds of thousands, a home, eviction, and my credit
3. Starting a coaching business with zero money in the middle of the greatest recession ever
4. Managing doubt, abandonment, trash talk, and embarrassment from peers and loved ones
5. Facing the greatest challenge of all... self-honesty

SPEAKING TOPICS

1. **Domination Economy** - What is the New Economy & what impact will it have on everyone
2. **Domination Mindset** - Why being “competitive” will leave you behind today’s world
3. **Domination Selling** - Why nearly all sales training is outdated and the new rules of selling
4. **The Educational System of the Future** - what needs to happen and why it needs to happen
5. **2 Most Important Skills of the New Economy** - The 2 most important and recession proof skills needed in the new economy
6. **Modern Leadership** - - how to create a high performance culture in today’s business world
7. **Get Into Sales** - Why Sales will become one of the most respected careers in the new economy

PODCASTS – ALL RECENT



Dropping Bombs with Brad Lea – CEO
of LightspeedVT @therealbradlea
134k Followers Verified



#UNLOCK SHOW with Andy Dane Carter
- Real Estate Expert @andydaneccarter
96k Followers Verified



The One Percent Show with Sam Bakhtiar
- CEO of The Camp Transformation Center
& One Percent Nutrition 308k Followers



The Next 90 with Nick Podcast – Entrepreneur
Coach to CEOs and Elite Businessmen & Founder
of Innovation Bootcamp @nicklong365



The Mogul Insider Show with Adam Totounji
- Entrepreneur & Host of Mogul Insider – Interviews
World Class Executives @adamtotounji

CLIENTS & COLLABORATIONS



Sam Bakhtiar



John Varvatos



Sergio Bruna



Ali Zamany



Microsoft



Wells Fargo



Bank Of America