

# Randy Illig



## THOUGHT LEADERSHIP



Co-Author of  
*Strikingly Different  
Selling*

When it comes to sales and leadership, Randy Illig is one of the go-to professionals. An idea guy with a point of view who has an uncanny ability to also be a great listener, Randy is the global leader of Franklin Covey's Sales Performance Practice, which helps train, consult, and coach clients on how to win more profitable business. He's coauthored *Let's Get Real or Let's Not Play - Transforming the Buyer/Seller Relationship* and is an avid reader in the sales space, constantly challenging his own ideas and those of others. He consults from experience, having successfully founded, built and sold two successful companies, winning awards along the way including Ernst & Young's Top CEO under 40; CEO of one of Inc. 500's fastest-growing companies, and the Arthur Andersen Strategic Leadership award. Most importantly, Randy is known for his sense of humor and storytelling. A native New Yorker, Randy enjoys time on the farm with his wife and daughter in upstate New York.

In 2013, FranklinCovey acquired Ninety Five 5, LLC, a company Randy co-founded in 2007. Randy was the CEO. As an international company of sales and consulting professionals, Ninety Five 5 was a sales transformation firm with employees and partners in over fifteen countries. The firm served clients in the technology, management consulting and business services sectors. His connection to FranklinCovey came as a result of being a client.

Randy founded IT consulting firm Visalign, LLC in 1990 and grew the firm to more than 500 full-time employees before selling the firm to a private equity group. Visalign was a Microsoft Platinum partner and winner of Global Partner of the Year. The firm served IT organizations in the pharmaceutical, utility, and financial services sectors.

An alumnus of Penn State University, Randy worked in sales and sales leadership before his entrepreneurial spirit led him to strike out on his own. Randy knows the day to day of chasing a quota, managing and leading sales teams, and working with clients.