



# JEFF GELONA

Jameson Speaker

- Jeff Gelona has worked in business sales for the last 26 years, developing and building relationships with new and existing clients. Beginning with his work at Liberty Mutual Insurance, Gelona has been responsible for selling and managing large accounts. Now a consultant with Fennell Cashion Company, Gelona continues to teach seminars nationally sharing his strategies on selling, sales management and marketing.

As one of only seven instructors certified to teach the Dynamics of Selling program, Gelona focuses on results individuals can access by implementing these proven sales methods. He brings his fresh and energetic approach to dentists and their teams to help educate and coach them toward an outstanding patient experience with increased case acceptance.

His direct presentation style and his years of diligent work as a “commission only” salesman combine for a powerful presentation your dental team will be sure to learn from and enjoy. Outside of the insurance and sales instruction business, Jeff and his family founded Carousel Productions, Inc., a non-profit musical theatre troupe that performs musical theatre to help raise funds for children’s organizations. They have also opened The Brass Ring Performing Arts Center, Inc., an organization providing piano, voice, acting and dance lessons for over 200 children per week in the Southern Oklahoma area.

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*“We are thrilled Jeff Gelona is choosing to offer the dental industry his great knowledge and expertise regarding sales strategies and skills. Jeff brings energy, passion and proven results to the sales aspect of our industry and certainly surpasses all expectations! Do not miss out on what he has to offer.”*

*—Cathy Jameson, Jameson CEO and President*

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