



Get more. A daily Business podcast by Dr. Thomas Trautmann. Joined by special guest Richard Blank.

Richard's journey in the call center space is filled with twists and turns. When he was 27 years old, he relocated to Costa Rica to train employees for one of the larger call centers in San Jose. With a mix of motivational public speaking style.



Every decision is made by a human brain!

Learn the Science of Ethical Persuasion and discover how other people, entrepreneurs, business owners, CEOs experience life and their decision skills.



My name is Thomas Trautmann, providing you with unique content and services to Get More!
is my goal.

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Dr. Thomas Trautmann :

As an entrepreneur for years, I had many ups and downs, successes and failures, just like you, but I have a secret tool you don't have ... yet!



Following scientific studies in the fields of artificial intelligence, and an engineering degree, my career was oriented towards marketing and sales. After a few years, I became a Certified Neuromarketing Instructor, using the latest brain and decision-making science, improving my clients' businesses' marketing, sales and strategies.



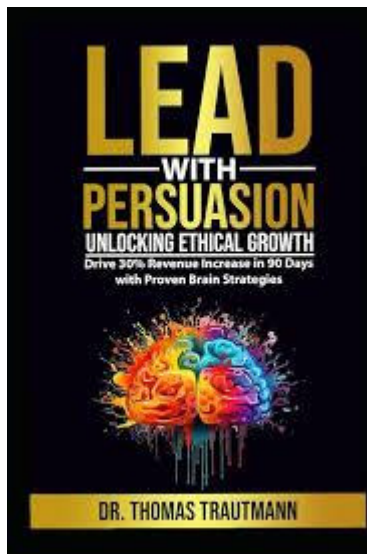
During these few years teaching and conducting NeuroMarketing projects, I studied the differences between male and female brains to help me improve my relationship and my teachings. Thus was born the NeuroCouple concept, accompanied by my first book on the subject, helping women and men enjoy better relationships thanks to brain science.



It was then that it became clear to me that those who deserved the most access to all this knowledge were the people wanting to genuinely help other people reach the best decisions: ENTREPRENEURS. And so was born the Ethical Persuader System, followed by the Decision Hack System.

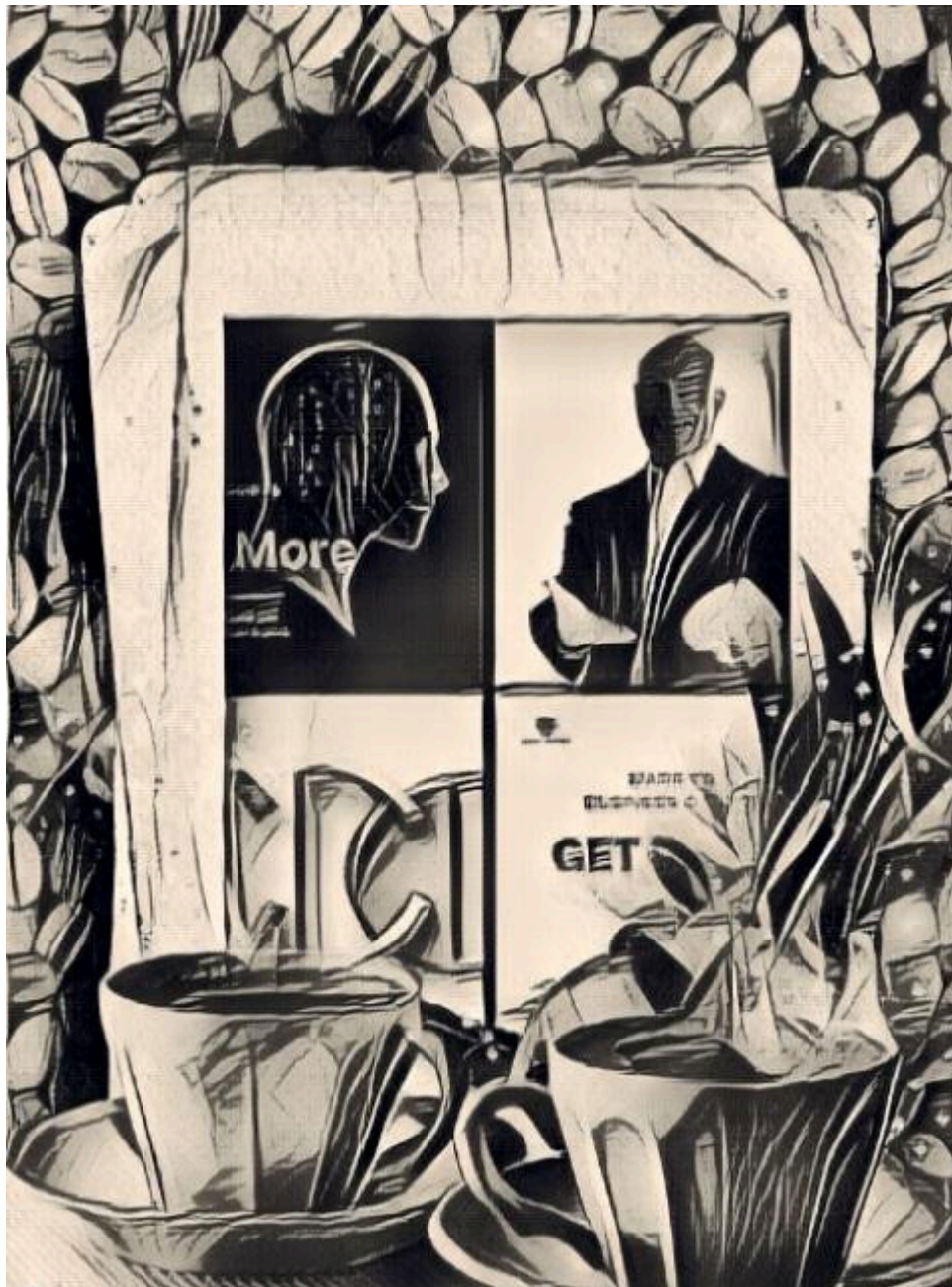


I give workshops, trainings and seminars for companies and individuals. And I am also a speaker at conferences all around the world, to help people like you, make the best decisions to Get More! and become the Ethical Persuader. What drives me? Your smile! To see that you found a new way to be happy in your couple, in your job, in your life.



Your smile is a facial expression and as such is driven by your brain! See, I told you I love brains!

During my whole career, which I started as a computer engineer investigating the way people were thinking and writing software, I always had a passion for what makes us be who we are.



When it comes to my career in Marketing and Sales I always had a strong passion for understanding what make the products and businesses I manage unique, and focused towards their customers, uncovering their hidden motivations and desires. This has allowed me to build very strong ties with my own business customers and strengthen their competitive advantage.



Over the last years after having spend over 25 years in engineering and marketing with both high tech and industrial companies such as Robert Bosch, Hewlett-Packard, AOL, Steelcase and Sapa Building Systems, I've joined SalesBrain, the first NeuroMarketing agency.



Over the last couple of years I noticed that many parts of neuroscience could not only be used for marketing, sales, management or strategy, but could be very useful in your personal life, in your love life .



Born in Switzerland of German descent, I have lived in Belgium, France, and Ireland, and consider myself a European citizen.

I am living with my second wife for more than 10 years and have 5 kids (2 from a past life, and 3 with my wife), which gives me a great perspective on what love life is about.



I graduated in Computer Engineering, hold a Master Sc. in Artificial Intelligence and Algorithmic and a PhD in Artificial Neural Networks.



Ce qui me motive ? Votre sourire ! Vous voir heureux d'avoir trouvé une nouvelle méthode pour plus de joie dans votre couple, votre travail, votre vie.

Votre sourire est une expression faciale qui est pilotée par votre cerveau ! Vous voyez ? Je vous avais dit que j'adore les cerveaux !



Durant toute ma carrière, qui à débutée comme ingénieur en informatique à décortiquer le raisonnement des autres lors de l'écriture de leur programmes, je me suis toujours passionné pour ce qui fait de nous qui nous sommes.

Pour ce qui est de ma carrière dans le Marketing et la Vente, j'ai toujours eu une forte passion pour comprendre ce qui rend des produits, ou une entreprise, uniques et focalisés vers les clients, afin de comprendre leurs motivations cachées et leurs désirs. Ceci m'a permis de construire des liens très étroits avec mes propres clients tout en renforçant leur avantage compétitif.



Au cours des 25 dernières années passées dans l'ingénierie puis le marketing et la vente, aussi bien dans des entreprises de high-tech qu'industrielles, comme Robert Bosch, Hewlett-Packard, AOL, Steelcase et Sapa Building Systems, j'ai pu apprendre de sur nous en regardant les gens à l'œuvre. Puis j'ai rejoint comme partenaire SalesBrain, qui est la première agence de NeuroMarketing. Ces dernières années passées dans l'application des neurosciences au marketing, à la vente et à la stratégie m'ont fait réaliser qu'il pourrait être fort utile d'appliquer les neurosciences à votre vie personnelle, à votre vie amoureuse.

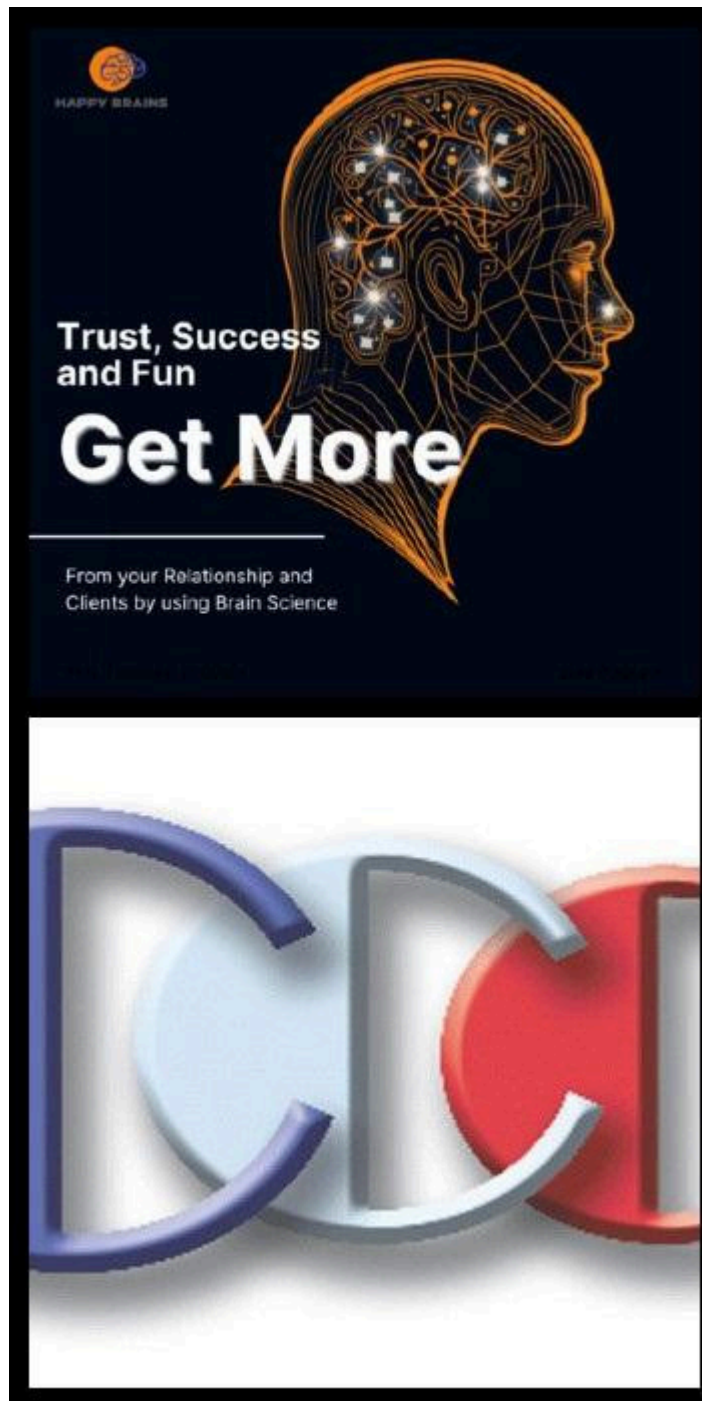


Né en Suisse de parents allemands, j'ai vécu en Belgique, Irlande et en France, je me considère comme un citoyen européen.

Je vis depuis plus de dix ans avec mon épouse et ai 5 enfants (2 d'un premier mariage et 3 avec mon épouse), ce qui me donne une belle perspective sur la vie de couple.

Je suis diplômé comme Ingénieur en Informatique et possède un DEA en Intelligence Artificielle et Algorithmique ainsi qu'un Doctorat en Réseaux de Neurones Artificiels.

St.-Raphaël, Provence-Alpes-Côte d'Azur, France



Dr. Thomas Trautmann, Get more, Richard Blank, Costa Rica's Call Center, Outsourcing, Telemarketing Call Centre, BPO, Nearshore Contact Center, Sales, Entrepreneur, B2B, Business, Podcast, Gamification, Leadership, Marketing, CX, Guest, Money, B2C education, BPO trainer, call centre, contact centre, contact center, trend, trending

Richard Blank



Richard's journey in the call center space is filled with twists and turns. When he was 27 years old, he relocated to Costa Rica to train employees for one of the larger call centers in San Jose. With a mix of motivational public speaking style backed by tactful and appropriate rhetoric, Richard shared his knowledge and trained over 10 000 bilingual telemarketers. CEO of Costa Rica's Call Center since February 2008.



Mr. Richard Blank holds a bachelors degree in Communication and Spanish from the University of Arizona and a certificate of language proficiency from the University of Sevilla, Spain. A Keynote speaker for Philadelphia's Abington High School 68th National Honors Society induction ceremony. In addition, inducted into the 2023 Hall of Fame for Business. Giving back to Abington Senior High School is very important to Mr. Blank. As such, he endows a scholarship each year for students that plan on majoring in a world language at the university level.



Hired bassist Garry Gary Beers of INXS.





Costa Rica's Call Center (CCC) is a state of the art BPO telemarketing outsource company located in the capital city of San Jose, Costa Rica. Our main focus has been, and will always be to personally train each and every Central America call center agent so that we may offer

the highest quality of outbound and inbound telemarketing solutions and bilingual customer service to small and medium sized international companies, entrepreneurs as well as fortune 500 companies.



We encourage you to visit one of our call centers on your next personal vacation or business trip to Central America's paradise, Costa Rica. While you are here, we would recommend taking an extra day of your trip to visit breathtaking virgin beaches, play golf next to the ocean, try your luck at deep sea fishing, explore tropical jungles, climb volcanos or just relax in natural hot springs. Come and see for yourself why call center outsourcing in Costa Rica is a perfect solution for your growing company and a powerhouse in the BPO industry.



<https://costericascallcenter.com/en/outbound-bpo-campaigns/>

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