

Sales Trainer and Motivational Speaker Doug Dvorak Delivers Virtual Sales Training to Orkin's Boise, Idaho Sales Team

CHICAGO, IL – (August 2026) – Doug Dvorak, CSP, an internationally recognized sales trainer, motivational keynote speaker, and CEO of The Sales Coaching Institute, presented a live virtual sales training session via Zoom to the sales team of Orkin's Boise, Idaho branch on August 14, 2026.

The interactive session was designed to equip Orkin's Boise sales professionals with practical, high-impact strategies for strengthening prospecting, improving conversion rates, and building long-term customer relationships in the competitive pest control services industry.

Key topics covered during the training included:

- Proven prospecting and lead-generation techniques for residential and commercial pest control sales
- Overcoming price objections and communicating value in a competitive marketplace
- Consultative selling strategies that build trust and long-term customer relationships
- Time management and sales productivity habits to maximize daily selling activity
- Motivational strategies to sustain peak performance and reinforce a winning sales culture

“Sales teams in service industries like pest control succeed when they combine consistent follow-up with genuine, value-based selling,” said Dvorak. “It was a pleasure working with Orkin’s Boise team — they brought great energy and engagement to the session, and I look forward to seeing the results as they put these strategies to work in the field.”

Dvorak has trained and motivated sales organizations across five continents, working with clients ranging from small businesses to Fortune 1000 corporations. His virtual training programs are built to deliver the same high-energy, actionable content as his in-person keynotes and workshops, making them well suited to distributed sales teams like Orkin's branch network.

About Doug Dvorak

Doug Dvorak is a Certified Speaking Professional (CSP) — the highest earned designation awarded by the National Speakers Association — and CEO of The Sales Coaching Institute, a Chicago-based global sales training and consulting organization serving clients from small businesses to Fortune 1000 corporations. With more than 25 years of experience in sales, sales management, and corporate education, Dvorak has presented to more than one million people worldwide and has been inducted into the Motivational Speakers Hall of Fame. He has been featured in The Wall Street Journal, CNN, and CBS, and was named one of the Top 10 Sales Professionals in America by Personal Selling Power Magazine. Learn more at DougDvorak.com and SalesCoach.us.

About Orkin

Orkin is a leading provider of residential and commercial pest control services across North America, offering solutions for termites, bed bugs, rodents, and other pests. The Orkin Boise, Idaho branch serves customers throughout the greater Boise area and southern Idaho.

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