

Donna Bedford, Founder and President of The Bedford Group, is known for her ability to help professionals leverage their strengths and develop the skills, confidence and courage to successfully compete. A dynamic coach and energizing trainer, Donna leads consultative sales, target marketing, strategic networking and client relations training programs. Her clients include law, accounting, consulting, financial services and executive search professionals throughout North America.

A renowned consultant in professional services marketing and business development, Donna has won several first-place awards for her coaching and training programs from the Legal Marketing Association (LMA) and the Association of Accounting Marketing (AAM).

With over thirty years of marketing and business development experience, (twenty-five dedicated to professional services) Donna has a broad base of knowledge in sales and motivation training, personal coaching, industry/niche specialization and client retention programs.