

# Tim Castle | Media Kit 2025



**Award-Winning Author | Top 30 Global Negotiation Expert | Entrepreneur | Host of The Tim Castle Show**

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## 1. About Tim Castle

Tim Castle is a globally recognized expert in negotiation, sales performance, and entrepreneurial momentum. He is the bestselling author of *The Art of Negotiation* and *The Momentum Sales Model*, and was recently named one of the **Top 30 Negotiation Professionals in the World (Global Gurus, 2025)**. His work empowers professionals, entrepreneurs, and leaders to unlock bold outcomes through belief, strategy, and unstoppable momentum.

In 2025, Tim's books and philosophy of "Believe it is possible" became a movement — inspiring business builders and sales leaders to take courageous action and engineer breakthrough success. He is the host of *The Tim Castle Show*, where he interviews elite performers and teaches people how to create transformative outcomes.

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## 2. Author Credentials

- **Silver Medal Winner**, 2025 Axiom Business Book Awards (*The Momentum Sales Model*)
- **Cited in Academic Journal**, *Journal of the American Academy of Matrimonial Lawyers* (Vol. 37, 2024)
- **Ranked Top 30 Negotiation Professional**, Global Gurus 2025
- **Host of The Tim Castle Show** – Top-ranked podcast on negotiation, mindset, and sales
- Featured Guest on *Negotiate Anything* — the #1 negotiation podcast in the world

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### 3. Books by Tim Castle

#### The First Domino (*Coming Soon*)

**Tagline:** One Win. Unlimited Momentum.

**Summary:** Your first big win changes everything. *The First Domino* teaches salespeople, negotiators, and entrepreneurs how to land their first flagship client, eliminate friction, take bold action, and spark a chain reaction of success. It's a blueprint for momentum, belief, and building a business that breaks through.

#### The Momentum Sales Model

##### Award-Winning Blueprint for High-Performance Sales

**Summary:** A structured, 8-step model for building consistent sales momentum. Focused on mindset, motivation, opportunity, pitch mastery, energy, and execution — this book turns stalled sales teams into deal-closing machines.

#### The Art of Negotiation

##### Master Preparation, Mindset, and Influence

**Summary:** A practical and psychological guide to high-impact negotiation, blending belief, emotional control, and elite preparation into a real-world negotiation system. Cited in academic journals and used by professionals across law, business, and leadership.

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### 4. Core Topics for Interviews, Keynotes, and Articles

- The First Domino Principle: How to land your flagship win and build unstoppable momentum
- Believe It Is Possible: The mindset shift that changes everything in negotiation and sales
- Unreasonable Service: How to stand out through generosity and magic moments
- Creating Your Economy: Stop waiting for permission and build your own momentum
- Sales Psychology for Entrepreneurs: Influence, intuition, and pitch mastery
- The Future of Negotiation: Preparation, perspective, and emotional intelligence

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### 5. Suggested Interview Questions

- What is "The First Domino," and why is it so powerful in sales and negotiation?

- Why is belief more important than tactics?
  - How can entrepreneurs create their own momentum instead of chasing leads?
  - What separates elite negotiators from average ones?
  - How do you turn emotional intelligence into a measurable sales skill?
  - What's one bold move any salesperson can take today to change their trajectory?
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## 6. Notable Media Features

- *Negotiate Anything* Podcast — Featured Guest
  - Quoted in *Investor's Business Daily* (Leadership & Negotiation)
  - Cited in *Journal of the American Academy of Matrimonial Lawyers*, Vol. 37 (2024)
  - Interviews with top entrepreneurs on *The Tim Castle Show*
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## 7. Social Media & Contact

- Website: [www.timjscastle.com](http://www.timjscastle.com)
  - Instagram: [@timjscastle](https://www.instagram.com/timjscastle)
  - LinkedIn: [Tim Castle](https://www.linkedin.com/in/tim-castle)
  - Email: [tim@timjscastle.com](mailto:tim@timjscastle.com)
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**"Believe it is possible. That's where every transformation begins."**

Let's create impact, momentum, and magic — one domino at a time.