



## ANNUAL SURVEY RESULTS

FEEDBACK FROM OUR CURRENT SALES TRAINING CUSTOMERS

***"Great training. Even better trainer. Very engaging."***

"Growth is founded in change. If you don't change and evolve, you don't grow. **This training gives us more tools for our toolbox so we can evolve our sales technique.**"

"Fantastic information for someone new to sales (me) and great talking points. **The honest and direct approach** makes the process uncomfortable at first, but more natural moving forward."

"Really changed my outlook on 'sales'! Thank you so much for **challenging us to grow and try new things!**"

***As a new manager, this training has been great for me to grow and learn. Being able to ask questions and go over scenarios is very valuable.***

"Being able to practice and share experiences amongst peers in a safe space is invaluable. **Being pushed out of my comfort zone, while being empowered and coached** helps me grow and gain confidence."

"As much as I don't want to do this, I must admit it's really good. **Wish I had taken a program like this 20 years ago!**"

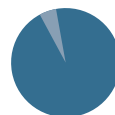
"Always **leave these sessions energized** and committed to executing strategies & techniques discussed/taught."

"Tony & Chris are genuinely pros and you can tell they want us to get better. They have seen all this before and **masterfully help walk us through their process.** They have respect for what we do."

"**Training has been great!** Jack has a great personality and been wonderful to work with. He has tailored his training to us specifically."

### SURVEY QUESTIONS

This virtual/on-site training will make me a more effective salesperson/sales manager.



97% said yes!

I would recommend this training to others / another company.



96% said yes!

"Mark is an excellent trainer. He has great presentation and communication skills. **Very informative material that will allow us to grow and become better.** Speaker skills are on point! Keeps us engaged."

**"This training is a critical first step for us to take in building a sales culture.** We are an organization of very nice people who can become an effective salesforce once we realize the need for a process."

"The results of the training have been **transformational for our Branch Management Team!** Trainers and presentation skills are a 10. Materials are of good quality and relevant."

"This has been a great training and **the growth has been amazing in all of us.** I love the approach and methods used to help ingrain it into our everyday."

***"This training has helped open my mind to a new sales approach."***