

Public TSS Workshop May 2005

Name & Company	Most Important Idea	How will this help you?	Evaluation	Rating	Comments
Jane Kogi Heckman Bindery	“What Will It Do For Me?”	Will help me focus on prospect’s needs. Role-playing; visuals; home-work and feedback from instructor and others in workshop	As a new professional in the field the workshop has given me good “tools” and guidance to proceed	5	Thank you very much! I will definitely recommend the workshop to friends and family members.
David Heath Net Stationers	Selling is not a product/service business, but a people business	Need to work very hard on building relationships. Too many things to write, but generally I now know exactly how a sales is broken down into its different elements	It has given me a solid base on which to build my company	5	The course was made enjoyable and fun not only by Jason but also by the other students
Mark James Net Stationers	Approach Qualification	It will help with my initial sales meeting. To grow my confidence and selling skills	This workshop will help me everyday to grow my business	5	Jason Kleid is Awesome, the best and a really great guy
Bruce Nelson Cossetta Eventi	There is a logical methodical approach to the sales process	Hiring sales, writing training and monitoring the process. Filled in what happens between setting sales goals and measuring the results	Will be valuable to my company in laying out sales rep expectations.	5	
Jay Barth-Starin Sales	“What’s in it for me?”	This will definitely improve my results. Asking the right questions, focusing on the method	The process, when made a habit, will add up dramatically	5	Thank you very much
Tom Waters DRS	People centered, “What will it do for me?”	Refocus on the people side of selling.	See previous comments	5	Jason was very professional yet informative and entertaining. I believe he is a <u>great</u> salesman!!!
George Ferrin DRS	Wording.	Should cause more deals. Creating a laid out plan	Went over and reinforced concepts learned before and explained why they work	5	Need better cartoons
Brian Barnes Mobility Works	Approach/Qual is 75% of the sale. KIS/MIF	Building better rapport. All the visual aid to help reinforce the concepts also the role-playing exercises.	The class was excellent in every way	5	It was a pleasure going through this seminar. Very educational to my business as well as every day living