

PROASSURANCE AGENTS – EVALUATION FROM WORKSHOP JUNE 2004

NAME	MOST IMPORTANT IDEA	EVALUATION	RATING	COMMENTS
Chuck Durrant Producer Neace Lukens	Preparing the sales process with a definite plan	It has motivated me to use the technique to become a better salesperson	5	In enjoyed the class and working with my instructors
Jeff Heile PIA	Listen	Very applicable to what I need and can use it right away	5	Very interactive
Aaron Richard Producer The Somerset Group	The value of practice and role playing to successfully implement the Track Selling System	It will help to increase my overall ability to produce	5	Quality Workshop! Thank you.
Scott Osborne Diederich Agency	The sales process	It is ultimately up to me, this is a roadmap for the road that I choose	4	I would say perfect, but we all have room to grow! Thanks. I appreciate your time and service!
Cliff Hickham Vice President Development & External Affairs Diederich Group	Differentiate company and me in the agreement on need	Valuable workshop	4	Cards are going to be very helpful. Good to reinforce. Value of goal setting. Great info on how to sell without pressure
Mary Horam Producer Diederich Group	Planning and procedure is vital to everything	Track Selling has reminded me of the need for a plan and focus in all areas of life	4	Al & Jason are obviously believers in their product, thus they serve as great role models for all sales professionals
Andy Fischer Producer Diederich Group	Selling requires discipline and perfect Practice” in order to maximize productivity	Track Selling provides a more disciplined organized approach to the sales process	5	Parts of the program could be more specialty specific as it relates to medical malpractice insurance
Jeff Ness Producer Diederich Group	There is a specific step by step process to selling		5	I am tremendously grateful that I have been afforded the opportunity to attend the workshop. I believe my chances for success in this business have greatly improved.
Jacob Vengal Owner Physicians Risk Mgmt	Re-focusing the sales process	Step by step methodically programmed sales approach.	5	Good program. Instructors are more relaxed and helpful in explaining matters of interest
John Karle Owner Crosby & Henry	Listening, asking the right questions	Great refresher	5	
Doug Bredberg Owner Crosby & Henry	Realization that the track selling system is an effective business and personal communication tool	Confidence bulder in that I received assurance that I was doing many of the activities in the 7 step sale cycle already – Just using it under different names	5	A job well done! Thanks fro bringing your collective talents to Okemos. It must be an exciting and interesting career – something that would be interesting to pursue