

Client List

AAR Corporation
Abbott Laboratories
ABN-AMRO
Acme Refining
Active Aero
Akzo Nobel
ALCOA
Allied Metal
American Chartered Bank
American Express Bank
American Red Cross
American Osteopathic Association
Amsted Industries/Griffin Pipe
Anixter
AON
APAC Customer Services
BB&T
Bank of America
Barilla
Baxter Healthcare
bioMérieux
Biovail Pharmaceutical
Boeing
Boston Market
Boston Scientific/MAQUET
British Steel
Brunswick Corporation
Cardinal Health
Catalina Marketing
Catholic Health Initiatives
CDW Corporation
CFM Direct
Chase
Children's Memorial Hospital
Comerica
Conagra Refrigerated Foods
Corus Steel
Delta Dental
Discover Financial
Eli Lilly
Enesco Corporation
Exelon/ComEd/Peco Energy
Experian
Federal Reserve Bank of Chicago
Fellowes
First Health
Fleet Bank
Follett Corporation
GE Capital/Heller
Giant Foods
Grandbridge
Harris Bank
Hewitt Associates
Hospira
Imagitas
Initiate Systems
Inspire Pharmaceuticals
Inverness Medical
ITW

John Deere & Company
Johnson & Johnson/Ortho Clinical Diagnostics
Jones Lang LaSalle
Kimberly Clark
Kinko's
Klein Tools
Kraft Foods
Leapfrog Online
Leo Burnett
MB Financial
M & I Bank
Madison Dearborn Partners
Magnetek
Mayo Clinic
McDougal Littell
MED-EL
Merck
Meridian Bioscience
Misys Healthcare
Morningstar, Inc.
Motorola
Navistar
Newark Electronics
Nortel Networks
North Highland
Northwestern Mutual
Orchard Software
Panasonic
Peoples Energy
Pew Charitable Trusts
Pfizer
Philip Morris
Roche Diagnostics Corporation
Rubbermaid
Safeway
Sallie Mae
SAIC
Sara Lee
Shure, Inc.
Standard Parking
Starmark
Sysmex
Teleflex Automotive
The Northern Trust
Thermo Fisher
Tiffany & Company
Tribune Company/WGN-TV
Trustmark Insurance
UBS
Uline
United Stationers
United Visual
US Bank
Ventana Medical Systems
Visteon
Wells Fargo
Wm. Wrigley, Jr. Co.
W. W. Grainger



Speaking on our behalf



"Thanks for a great series of seminars. When the president of the group sits through a three day session and applauds...I think we can say that we've got a real success on our hands. Jack was very

excited about the manager's version of your program, and he thought you did an excellent job with the instruction. He made some comments about the easy rapport and very positive relationship you established with a group of gnarly sales managers."

**Vice President, Manager of
Technical Training & Development
Global Financial Services Company**

"Just wanted to let you know how much I appreciate your work on our Customer Business Teams (CBT) projects: Teamworks Works and the Team Leader Conference. As you know, CBTs are a critical initiative in our efforts to maximize our strengths and present 'one face to the customer.' The training programs you help us provide make these teams more functional, more successful. I appreciate your work with us."

**Director, Sales Training
Fortune 50 Food Company**

"On behalf of [our group], thanks for the great [Negotiating] tools you helped us acquire. Your presentation skills and energy are remarkable."

**Manager, Provider Relations
Major Insurance Company**

"I gave you the opportunity you asked for, and you more than met my expectations! You proved to me that it is not the size of an organization, but rather the talent that can provide excellence. The feedback on this [sales] program was overwhelmingly positive from our VP of Marketing, our trade show coordinator, and our participating product managers. The key to the program was the interactive role plays and debriefs that created a dynamic and insightful learning."

**Manager, Professional Development
Fortune 100 Medical Equipment Manufacturer**

"I'm writing to thank you again for the experience this week in Wooster. I'd like you to know that your [negotiating] course has had a dramatic effect on my life and career. I learned a great deal and hope to apply it in the field with success. Your experience and advice was fantastic."

**Sales Representative
Consumer Products Manufacturer**

"We'd like to thank you once again for delivering your excellent training, and for taking the time to meet with [our Senior Vice Presidents] to discuss your observations and recommendations. We're pleased to say that the training has already had a positive impact. One of our team leaders attributed his success in negotiating a contract renewal with a client, to the skills learned in class; just the kind of results we were hoping to achieve."

**Training Specialist
Bank Trust Company**