

TESTIMONIALS

"A powerful combination that is fun and results oriented. This is truly "ongoing training" that can be implemented in the real world versus reading a book or going thru a traditional training class. My team says this was needed over a year ago - but we have it now."

Richard Whiddon, VP of Sales

"WSM has captured the best ideas and techniques used in the sales profession and managed to translate them into easy to apply fundamentals. I have since added many of the logical principles to my sales toolbox."

Erik O'Borsky, CEO, CCS

"WSM is just what I've been looking for... a tool where I can find the answer to questions and scenarios that I experience on a daily basis."

Thomas Hornstrup, Regional Manager, Europe

"The exciting aspect of Warrior Sales Monk is that the participant will walk away armed and ready to make that next challenging sales call. Whether it be a difficult customer or an economically challenged environment, WSM gives you the tools and even more importantly, the attitude, to go attack the situation head on. I highly recommend that Warrior Sales Monk principles... to get the deal closed and the sale won."

Eric Timko, CEO, Neurovasx

"We formally had a tendency to react and reduce pricing when a customer started asking for that 10% discount. After this course I approached my largest target again. The call went smoothly and I felt in control, confident and gained their immediate attention. No longer was I just a vendor to them, I was a true business partner."

Jon R. Brower, Corporate Key Account Manager

"Very powerful and more important, very useful."

Phil Lucey, AVP

"WSM has given us an inside look at the behaviors, philosophies and tactics that make the difference in average and great sales performance... the best are always getting better. If you're not learning every day, then find a way, and WSM provides the path."

Mark Sims, Sales Manager

"...content will motivate and educate an audience in way that will leave a lasting impression."

Larry Foster, Senior Director, Professional Education

"It is truly a breath of fresh airstimulate your sales-force and sales management to a point where you know implementation will happen, there are not many companies (including larger ones) that can boast that. This is training from the heart and reality, NOT from a book that has been read by someone who thinks they can train sales people."

Nigel Hircock, Global Director of Training

"WSM is the real deal. It connects with audience via communication style, life experiences and practical steps that participants begin to practice and apply immediately. It has made a dramatic impact to our sales organization by taking us from knowing to doing."

Jamie Peterson, Director of Sales

"WSM has the depth of experience that captures every participant immediately and keeps them engaged throughout. Sales professionals can be difficult to impact through seminars and coaching as their cynical side tends to swell. WSM has the knowledge, experience and confidence to fully engage from the opening bell. (WSM) has the unique insights (and) the real world utility."

John Davis, VP of sales