

## See what industry leaders are saying about Tim Wackel...

"I would definitely hire Tim again. Why? Because he delivered. The feedback was excellent!"

**Brett Featherston**  
**Vice President of Sales Development**  
**Catalina Marketing**

"Tim's training experience was valuable, memorable, and much needed. I would (and have!) hire him again!"

**Jerry Curl**  
**Regional Sales Manager**  
**Cisco Systems**

"Tim tailored his program so that the information was relevant to my people. He spent time to understand what I was trying to accomplish and suggested ways that we could work together to reinforce the concepts. It was the first time that I had positive feedback across the organization for training!"

**Wayne Fullerton**  
**Operations Director**  
**Cisco Systems**

"Energetic, informative and captivating."

**Bob Bailey**  
**Vice President U.S. Sales**  
**ELCAN Optical Technologies, a Raytheon Company**

"Tim provided my sales team with a framework and model for change and improved performance."

**David Kelly**  
**Vice President Information Technology Solutions**  
**Battelle**

"I hire Tim for sales training over and over again because of his reputation, passion, attitude and approach. He stays ahead of the trends in the market and he brings results. I've seen changes in the way my reps engage customers—they are more focused on building relationships instead of pushing products."

**Bob Sudkamp**  
**District Sales Manager**  
**Hewlett-Packard**

"Within the first few minutes of interviewing Tim, we knew we wanted Tim to partner with Thomson. That was four years ago and Tim continues to be one of our top resources year after year!"

**Mary Anderson**  
**Manager, Manager Development Program**  
**Thomson Corporation**

"Tim's programs are a highly effective and efficient way to transform your sales force."

**Ed Rudolph**  
**Vice President of Sales**  
**Pepperweed Consulting**

"I've seen an immediate change in overall attitudes and the manner in which our field sales leaders prepare for client visits. Several of my sales reps are now preparing higher impact questions for their visits and it has made a significant difference in the quality of their conversations."

**Dirk Pollitt**  
**Regional Sales Director**  
**Allstate Insurance**

"Tim's program was excellent and we have seen immediate results. This was definitely a worthwhile investment and I look forward to working with him again. Tim rocks!"

**Andrew Brummer**  
**Director, Process Management**  
**Pepperweed Consulting**

"Best sales training I have ever experienced. Very relevant to my goal of retiring quota. I can take what I learned this week and apply it right now to improve my selling skills."

**Melissa Cooper**  
**Global Software Account Lead**  
**Hewlett Packard**

"I interviewed over two dozen organizations to find the one that could bring energy, enthusiasm and innovation to a young group of sales people. When I met Tim, I knew he was the one I was looking for. The overall consensus from participants was that this program delivered a life change, not a temporary change. Programs with that kind of effect are rare and so is a guy like Tim Wackel."

**Blake Bozman**  
**Executive Vice President of Sales**  
**Drive Financial Services**

"I have worked with Tim both personally and professionally for over 12 years. His no non-sense approach to sales and customer service, combined with crisp delivery and razor sharp wit, have always made him a favorite with his clients, peers and employees. Having attended one of his workshops, these same attributes give the audience no choice but to listen and learn, while being entertained. Outstanding! "

**Steve Wedler**  
**Regional Sales Manager**  
**Ultimus**

"Tim's passion for sales excellence and enthusiasm for sharing his success have made him the most admired sales mentor that I have ever known in my 20 years of business experience."

**Robert Saling**  
**Chief Operating Officer**  
**Pepperweed Consulting**