

**SCOTT SCHWEFEL** works with organizations that want to leverage new communication strategies that will increase sales, profits and productivity



## WHAT CLIENTS HAVE TO SAY

*"Scott has worked with our most gifted salespeople, who although were at first cynical, were blown away by his content and expertise. Scott is one of the best!"*

**Tom Langseth,**  
Senior Vice President, Allianz

*"I worked with Scott in a partnership to align Insights offerings with an outside training package for Eaton. He was able to easily convey his knowledge of the material while genuinely engaging our group of customer-facing leaders. His ability to relate to the participants and his presence as a trainer are admirable."*

**Jamie Musacchio,** HR Manager, Eaton Corporation

*"Scott and his company are leaders in the field of organizational development. I have had tremendous success building teams and developing individuals within Carlson Companies utilizing the expertise of Scott and his company."*

**Joe Raasch,**  
Carlson Companies

*"What a tremendous program. In my 20 year career in financial services, this is one of the few sessions where EVERYONE in the room is engaged"*

**Alexander Barned,**  
CRPC, Chief Distribution Officer,  
Questar Capital

*Insights Discovery is a great tool for us to use in our leadership development; it helps 3M employees develop awareness of themselves and learn how to communicate with others.*

**Juli Cote,** Business HR Manager, 3M

## CHOOSE FROM SCOTT'S TWO MOST POPULAR HIGH IMPACT PROGRAMS

### COMMUNICATE IN FULL COLOR

#### 1. For Individual Performance

- Understand your unique personality style
- Connect more quickly with colleagues and clients
- Manage others based upon their unique style
- Lead conversations to your pre-determined outcomes

#### 2. For Team Performance

- Understand team dynamics based on personalities
- Deliver consistently better team results
- Deliver increased sales team performance
- Improve team retention and attraction

Scott Schwefel speaks from experience. A serial entrepreneur, he created and sold three businesses by age 40, and now works with organizations who want to develop new communication strategies that increase sales, profits and productivity. He is the author of four books, has personally coached over 1500 CEOs, and his business today consists of speaking, writing, webinars, consulting and coaching around the world.



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