

LISTENING TO CLIENTS

Tom worked with my team to create a tailored approach to addressing this dynamic group of leaders and he took the time to understand our business as well as some of the distinctive challenges facing the financial services industry. Tom also took the time to understand the specific messages that our executive leadership team wove into the framework of this conference and he customized his material to support our perspective. It is obvious that this is Tom's modus operandi – customizing his remarks, taking the time to deeply understand business models and delivering an inspirational and motivational message.

President, Ameriprise Financial

Your seamless integration of the key themes of our meeting into your presentation was masterful.

Chairman, CEO, Deloitte

I cannot begin to tell you how much you hit the mark on precisely what was needed. The work that you clearly put into studying our business, understanding my goals, the analyzing of our leadership to know best how to inspire them made a remarkable and lasting positive difference. I'm forever grateful.

President & CEO, Martin Marietta Materials

I was amazed at how well your presentation blended with the message I wanted to drive home with our team. It is a rare pleasure to find a speaker that can tailor his message so meaningfully to the specific audience.

Chairman & CEO, Rockwell Collins

I appreciate the time you clearly took to understand our company's mission and messaging, and how you cleverly assimilated our meeting theme into your remarks.

President, CIGNA

Tom went above and beyond in preparing for his keynote address by taking the time to learn about our profession. He crafted a message that really hit home for our customers. Tom expertly tailored a message that engaged our clients, connected with the market we serve.

President, Americas, Thomson Reuters

It was evident that you had taken the time to do your research and fully understand the Papa Murphy's brand and system. You know what makes us tick and what we need to be successful and reinvigorated to face tough competition.

Chairman & CEO, Papa Murphy's International

Our objective was to create an atmosphere of change, agility and trust by unifying new teams and creating working relationships. Your preplanning process to understand our culture and growth opportunities made this day a great success!

Sr. VP of Customer Satisfaction & Sales, Eddie Bauer

You had obviously done your homework on more than just the facts, figures, and vernacular of Starbucks. It was obvious that you had taken the extra time to understand our culture and personality.

President, Starbucks Coffee Company

You are a fantastic listener. The way you incorporated the context and messaging that our executives, advisors, and I shared with you prior to your presentation was phenomenal.

National Manager, LPL Financial Services