



“Randy reminded me of the importance of Role Plays in sales training. We have gotten away from this valuable tool and I intend to add role plays to our analytical sales training course that I organize and present. Thank you!”

*Jim Flanagan
Training Manager, CENTRIA*

“I think all too often we forget the basic fundamentals. In the current environment those committed to executing their strategies are successful. This seminar is a refresher that we have to develop & execute our strategies if we want to stay on top. Thanks for that Randy!”

*Chris Blake
Yellow Pages*

“Randy was very good. He was easy to follow and understand.”

*Sandra Goodhand
Yellow Pages*



“It was nice to hear again all the reasons making a plan works and writing it out and sharing it with others. This is good for work and just life in general. Strategizing is so important and I need to be more vigilant about writing my strategies out. Thank you!”

*Nadia Cerini
AZ Capitol Times*

“I work for a small custom software company. Many things that were mentioned during this webinar are not stressed in my company. I am looking forward to working on a plan for 2010 and actually writing it all down. I appreciate the information on how to do this.”

Barbara Van Bausch

“Great advice! I plan to get the book on the same topic and implement some of the planning recommendations.”

*George Perrault
Weyerhaesuer*