

Testimonials – Dr. Jeffrey Magee

NAED SPONSORED 2-DAY “SALES MASTERY: PERFORMANCE DRIVEN SELLING BOOTCAMP”

I hire Dr. Jeff for continuous sales training workshops for our members. We had him as a keynote speaker for our leadership conference this year and he was outstanding!

He is one of the most professional trainers I've ever worked with and receives the highest ratings available after each session. He is a fantastic teacher, who motivates our sales teams to go back out there and sell, sell, sell! A pleasure to work with and I highly recommend him to anyone looking for sales, leadership and motivation speakers.

Becky Carron, CMP
Former Senior Director of Meetings & Conference NAED

This was by far one of the best educational seminar's I've personally attended and would recommend it to anyone I speak with. It was a great pleasure to spend the two days together reviewing new ideas for my sales team.

Terry Sessions, General Manager, Tubelite

I truly learned so much in this seminar! I feel that the material shared will help me with my career directly and also outside of the work area in my everyday life, which to me is just as valuable if not more so.

Paul Kim, Distribution Specialist, Grant Supplies

Thank you for two great days of sales training! I'm going to put it to work right away. Terrific job by the facilitator and thanks again!

Jack Smith, Outside Sales Rep., Electric Supply Inc.

Thank You Sir! Very informative, engaging and an absolute class act. We will work on getting you an audience with City Electric management.

Richard Ervin, City Electric Supply

It was great to meet all of you at the boot camp. It is good to hear that City ELECTRIC struggles with some of the same problem as your company's. We all want it to be better! That is why we all take time out of our schedule to participate in workshops like this one. I hope you all got as much out of this as I did. If I can ever help you with anything, please let me know.

Larry Hencke, Sales Manager, Central Texas Group/DFW Group, City Electric Supply

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Good morning Jeff! What an amazing experience it was for me to spend time learning from you and getting to know you so well during our time together in Austin. The workshop was beyond my expectations and I am so glad that Rhonda invited me to join you both for dinner each evening. The food, views, companionship and conversation led to wonderful evenings I'll long remember.

I read your email while seated on my Alaska Airlines flight getting ready to takeoff and I'm sure everyone seated around me was wondering why I was so choked up and sniffing like a baby!

I'm truly touched, humbled and honored by your generosity and enthusiastic encouragement of my personal and professional career goals and would absolutely love to attend your next Bootcamp. I can't thank you enough for such a kind and thoughtful gesture. I couldn't help but think about my wife and daughters and the powerful, positive impact my development, growth and success in this area will have on their lives. I am truly grateful and eagerly look forward to learning more about the event when we chat next week.

In preparation for our call next week, this weekend I'll be reviewing my notes from the workshop and organizing my thoughts for how to plug you in to our company and even more...to the electrical industry as a whole. I'm excited to share those opportunities and my ideas with you.

Vito DiMaio, Director of Marketing & Employee Development, Stoneway Electric Supply

GREAT JOB! RIGHT ON THE SPOT!---BUSINESS—BUSINESS—BUSINESS!!! Thanks for giving me the time to do my job, better and more time effective.

Larry Hencke, Sales Manager, Central Texas Group/DFW Group, City Electric Supply

Dr. Jeff, Enjoyed the coaching and training you gave us today on performance driven selling. Please send me the above info. Thanks. Look forward to our day tomorrow.

Pete Cummings, Butler Supply

Had great two days of your program. Thanks for the education look forward to using what I took away and learning more from you in the future. Have a great trip home.

Kenny Wyatt, Butler Supply

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Great couple of days! Lots of great new ideas and reminders we can all deploy with our teams immediately! Thank You Jeff for your high-energy presentation! As we discussed, we look forward to engaging more of our team in your training.

Gary Morrison, Vice President, ServiceWire Company

Just wanted to quickly reach out and thank you for the last 2 days. I was the "new" guy in the back row. Your words opened my eyes to areas of sales that I have not been introduced to before. The thing that sticks out to me are the ways of developing new customers, "the morgue", BOMA, our local business journals are resources that I plan on using immediately to drive sales. Again, thank you for your time and it sounds like Butler Supply is very interested in utilizing your services in the future

Scott Miller, Butler Supply

I wanted to say thank you. I was truly inspired by your performance ideas. I will utilize these ideas to improve my selling performance. Can you please send me the "10 questions to ask your customers." Again, thank you for the incredible knowledge you shared with us. I hope you have a great weekend!

Patrick Hodges, Medler Electric

Hi Dr. Magee, Thanks for the great workshop! This was my first sales development workshop and I'm so glad I had the opportunity to attend. I learned a ton and am excited to start implementing the techniques you shared with us. Cheers!

Nichole Petter, Account Manager – Minnesota & Wisconsin, Renesola

Excellent program! Thanks so much for offering to help me establish a library at our company headquarters. I am excited to get it started ... Thanks so much!

Steve Yoder, VP National Accounts, Minerallac Company

Hi Jeff, I truly learned so much in your seminar and I have a lot of homework to do. I feel that the material that you have shared will help me with my career directly with the individuals I will be sharing it with and also outside of the work area in my everyday life, which to me is just as valuable if not more so. Thank you again Jeff and hopefully we will meet again!

Paul, Grant Electric

Great experience! I took away a lot of great things.

John Schrader, Sales Manager, Houston Wire & Cable Company

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Dr. Jeffrey Magee has helped our organization in several areas of talent development. Our initial engagement was with our sales organization. Dr. Jeff helped our sales team identify processes, behaviors and attitude to enable a greater level of success. In addition to this ongoing work with our sales teams to elevate their success, we are engaged with Dr. Magee in his Leadership Academy of Excellence program. Our leadership team is continuing to learn more effective leadership techniques that are appropriate for our organization in a collaborative environment. As we continue to sharpen our skills with Dr. Magee we raise our level of success!

Chuck Oldaker

Executive Vice President & Chief Financial Officer at Service Wire Company

Days before I knew I had the Boot Camp on my schedule, I was working on my negative attitude. IE: I am going to be out for a couple of and how far I would be behind. My return on investment. My simple observation was I never knew what time it was for those two days. I was given tools to address every challenge I face day to day. Tools to guide my sales people.

How do I check my ROI on these two days? Before I got out of my truck, I had a customer call at 6:30 AM to assure me that I was at the right address, the place that had screwed up his order while I was gone. The place that cost him money every day! As I was letting him vent, to assure me that I was the worst sales person, and my company was the worst he had ever dealt with. I reach down to gather my thing from the truck, my SIGNATURE SERIES note book was there and opened to page 10 “the Reliable C.A.R.E. FORMULA.”

The rest is history, we worked thru the problem, now have a clear picture of his expectation, even got another order! Summary: The only time that was wasted, was me working on my “negative attitude”. Time well spent and it will have years of ROI.

GREAT JOB! RIGHT ON THE SPOT!---BUSINESS—BUSINESS—BUSINESS!!! Thanks for giving me the time to do my job, better and more time effective.

Larry Hencke, Sales Manager, Central Texas Group/DFW Group, City Electric Supply

Thanks Jeff, this was an awesome and well spent two days! Have fun living it up in Vegas!

Joe McMillion, Account Manager, McNaughton-McKay Electric Company