

Jack Lannom

Speaking / Training / Consulting Presentation Testimonials

"We found the program to be a growing experience that has improved both our professional and personal lives. **We left you with a newfound sense of excitement and enthusiasm which has had a profound impact on our organization.** I would strongly recommend the course to any individual or group interested in gaining a competitive edge. I want to thank you again, and sincerely look forward to your continued success."

H. Wayne Huizenga, Blockbuster Entertainment Corporation

Dear Jack,

"This is to thank you again for making our Heartland Conference one of the best yet! Many of our customers have personally congratulated us for giving them such a valuable and enjoyable learning experience. We congratulate you, personally, and add our thanks for working us into your busy schedule to make the Heartland a great educational and networking opportunity. The more than 800 workforce development professionals who came seeking to enhance their own professional excellence had a better experience from your contribution. We all owe you our sincere appreciation. **Evaluations from our attendees gave high marks ...some of the best scores at the Conference!** Congratulations on a job well done! Thanks again for being a part of the Heartland Conference."

Fred Homan, Heartland Conference Coordinator, US Department of Labor

"Thank you very much for speaking to the Job Corps community on Monday, July 16, at the annual Department of Labor/Office of Job Corps Alpha Conference. Your message on celebrating the human spirit and your inspiring words were a valuable contribution to the success of the conference. **The time and energy you shared with attendees will be remembered for quite some time!**"

Richard C. Trigg, National Director, Office of Job Corps, US Department of Labor

"I want to thank you again for arranging Jack Lannom to speak to our National Sales Managers. **For the second year in a row, Jack has captured their imagination and left them with innumerable take-aways to make them better managers and better people. I have heard all of the nationally known motivation/sales speakers and none compare to the real world message and presentation that Jack delivers. Consider me a strong recommendation for Jack.**"

Richard H. Marriott, Jr. ,Senior Vice President Sales ,MiTek Industries Inc.

"Many felt the 'power' of your delivery especially during the connection of self-esteem within ourselves, in relation to our love ones, and our fellow team members. **Several had tears in their eyes (as I did) and were inspired to increase their level of customer service and relationships to their family and team members.** Thank you from our entire staff for bringing your positive thoughts, energy and inspiration to the University of Phoenix."

Ronald Hill, Associate Campus Director, University of Phoenix

"**This is truly the best resource we've ever had.** Jack renewed my interest and motivated me back to what's important in the organization-my people. I feel revived again!"

The Executive Committee (TEC) Florida member comments

"I was most privileged to participate along with other members of Caterpillar Americas Company in your Learning Styles course. I am grateful to Caterpillar Americas for affording me the opportunity and to you for the most dynamic, thought-provoking, motivating, training I have experience in years. During my twenty-eight year career with the United States army, I was blessed with the best leadership training available anywhere. Beyond that, I was granted countless opportunities to lead and teach in 1980 as an associate professor. I was honored to command at every level from platoon to regiment, and for two of those years was responsible for the leader training of all lieutenants and captains in the army's tank/cavalry corps. I related the forgoing only to drive home the point that I have dedicated much of my professional life to training and higher education. Now employed by Caterpillar Americas in the field of performance improvement, **I try to stay abreast of new teaching and training methodologies but very seldom run across anything I would consider new or exciting. Not, however, until your Learning Styles course. I am indebted to you Jack for opening my eyes and my conscience to a completely new realm of learning and development that I am anxious to explore. Your work holds unimaginable promise to those of us dedication to maximizing human performance.**"

Donald N. Elder, **Caterpillar Americas Company**

"Your Transformational Learning Seminar was first class. The Staff greatly appreciated your knowledge on Leadership Training. The administrative staff felt as if they really learned a great deal, **They are "Charged Up" for the session.**"

Lynn Abramson, Director of Sales & Marketing, **San Diego Chargers**

"Thanks for the opportunity to attend the transformational coaching seminar that you conducted recently for the Greater Miami Chamber of Commerce. Wow! It was truly inspirational, and a personal experience I shall long remember. I also want to extend my deep appreciation for your supercharged, motivational and dynamic presentation to the 250 Coast Guard Team and our organization. Three electric, non-stop hours with you left our people brimming with a new understanding about the tremendous energy present within themselves, and how to focus it in order to help themselves in the future. Thanks again for the most motivating and enriching presentation I have ever attended."

J.W. Lockwood, Rear Admiral, **US Coast Guard**

"I am pleased to report to you that the Mark Group had a record year in which we exceeded our revenue and earnings' goal. In fact, we doubled our goal. Jack, I would like to thank you personally for your contribution to our success. I believe your team building efforts were a significant factor in our accomplishments. This year, we made an investment in our people. **Your program strengthened management's communication tools, strategic planning knowledge, team building awareness and helped us to believe in our ability to achieve lofty goals.** We accomplished a great deal and we had fun doing so. Again, I thank you for helping me create an environment where the pursuit of excellence is part of the culture. Jack, I appreciate your insight and help."

Michael Tiernam, President and CEO, **The Mark Group**

Follows is an article from The Mark Group Employee Newsletter:

In the beginning, there was Jack. Then Jack created teamwork at Mark, Fore & Strike. He provided us with communication skills and a sense of empowerment. Because Jack believes in each of us, we began to believe in each other. Jack Lannom, president of the team building consulting group, has been working with Mark, Fore & Strike since August to build and strengthen a "winning team". Through his expert facilitation skills, our management team has learned memory techniques, communication tools, strategy planning, and how to implement brainstorming ideas. He assisted us in determining our department purposes, drawing our core process maps and how each of us affects our internal customers. Appropriately, these sessions with Jack have spawned "Jackisms", or what some management members coined as becoming "**Lannomized**". Perhaps you have heard a co-worker in the hallway or at the fax machine reciting a phrase such as "focus, align and congrue". One can be assured that the employee has not been watching too many late-night infomercials, but has become "**Lannomized**", and is practicing better communication skills.

“Excellent! Excellent! Excellent! Your presentation to our Sales Team this week. We would like to be among the first to order your new book, “Untapped Potential.” Would you please be kind enough to sign for the Stadium’s Organizational Development Group as well as for Wayne Huizenga and Dick Evans. In closing Jack, thank you very much for your continued enthusiasm and personal interest in Team Pro Player.”

Bob Kramm, President, **Pro Player Stadium**

“You offer a truly unique approach to understanding one’s own unlimited potential. Additionally, you provided the Management team with a recognition that they, too, must take accountability for the success of the organization through their interactions with the Sales Staff. I would like to thank you for your enthusiastic, energetic, and encouraging presentation to my staff. **The implications and benefits of your program are far reaching and will have a lasting impact on the success of each individual present during your program. You have electrified my staff and created a unified spirit that we will continue to foster, and for that, I owe you a debt of gratitude.”**

Steven Trattner, Director, **Medicare Marketing, Prudential Healthcare**

“Jack was the keynote speaker for our annual customer event- Marriott’s Travel Partner Conference June 2004. Our group had already experienced a wide variety of speakers in both the general session as well as breakouts. People were tired and not very excited to hear one more speaker. That changed the minute Jack took the stage! **He immediately engaged everyone in the audience, captured their attention and kept them on the edge of their seats!** He did an outstanding job with both his presentation and getting people involved! I would highly recommend Jack for any size group or presentation.”

Diane W. Kaufman, Director of Intermediary Sales Strategy, **Marriott International** Washington, DC

“Excellent job! Never have I seen such a broad group of employees so motivated. The whole property is buzzing with excitement and electricity. For the first time in my career, I see front desk employees excited about checking people in and out so that they can “meet” our guests “personally”, learn their names, remember their faces and wish them well. **The fact that I have carried your techniques over into my personal life and almost made life unbearable for my wife, with the constant practice of these techniques, is a compliment to you.** This program has become a way of life for me! Thanks Jack.”

David Younts, President, **Don Shula’s Resort and Country Club**

“Your presentation of “Remembering Names and Faces” to the Cincinnati chapter of The Young Presidents’ Organization (YPO) was a first-class presentation. The mixture of the types of people, as well as adults and children of various ages and background, made your task that much more complex. However, you did an excellent job of keeping everyone’s attention throughout the whole session and bringing everyone into the discussions. **The presentation skills that you used were right on and very pointed and entertaining. The rest of the weekend, people talked of the theories and skills that you exposed us to. The real test of any presentation is the take-home value and ability to recall the content of the presentation. This was surely done with your presentation, since everyone continued to discuss various aspects of it.** We are always concerned about the kind of presenters that we have at our YPO meetings, and you surely set a high standard for future presenters. Again, I thank you, and congratulate you for an excellent presentation and wish you the very best.”

Larry Albice, **Young Presidents’ Organization, Cincinnati, Ohio**

“You were a big hit Friday and Sunday on the behalf of all our employees. I want to thank you for sharing with us your message and talent. **You got me so fired up that I gave the first speech I have given in five years.** I don’t know if I mentioned that on August 8, I am receiving a national honor for public speaking from the National Platform Association, an award Phyllis and I are receiving together, presented to us by Dr. Norman Vincent Peale, I think you gave me some good practice to put a real stem winder on before an expected 1000 expert speakers in the audience. Again, thank you for joining us, and I want to spend more time together in the coming months.”

John Y. Brown, Jr., Chairman, **Kenny Rogers Roasters**

"I have received many comments, e-mails, and letters praising the sessions you held on Transformational Coaching. **There has been a noticeable difference in attitude and performance among the managers who participated**, and their optimism and enthusiasm has proven to be contagious within their branches and departments. The concepts presented were logical and easily understood by every level of supervisor, and the vitality of your presentation kept the adrenalin flowing. **You are in high demand for our employee meeting next February**, and I will be in touch shortly to reserve the date. Thanks for the effective inspiration."

David M. Strickland, President & CEO, **Barnett Bank**

"The Arvida company engaged Jack Lannom to work with us for a few months in the area of employee motivation and leadership training. The program has allowed management to review their position and how they can manage more effectively through communication and by making each employee feel important. I highly recommend Jack's programs to companies desiring to create a more productive work force, a better forum for communication, and desire to develop a team that focuses on both the goals of the employee while realizing the objective of the company."

David L. Guy, **Arvida Corporation, Heathrow, Florida**

"Some investments are winners, and then some don't meet your expectations. **Our investment in your management training program has reaped rewards far in excess of what we anticipated.** We have always perceived our Company as being "a significant cut-above" the typical Construction Company. You have vaulted us to new levels of excellences. In just a short time of you working with us, our personnel had a transformation in attitude. There is a renewed excitement and enthusiasm among all levels of management which permeates to the other sectors of our organization. I attribute this to your guidance, patience, and ability to work with people, molding them into a team with common goals and objectives. Personally, I have gained from our relationship. Our investment has "paid off." Hopefully, our relationship will be long-lasting. It is with a great deal of pleasure that I highly endorse your program to any company that is interested in being on a "cutting edge" of their industry and interested in long term survival."

Harry Mursten, President, **Mursten Construction Company**

"On behalf of the students of Florida Atlantic University, Florida International University and Broward Community College who participated in our "keys to Success Seminar," thank you. **Your energy and talents empowered the entire room with a greater sense of self-confidence through memory power.** I truly believe that those students feel their potential is now unlimited through your dynamic style and message. You also projected your sincere concern for each one of the students to break their old performance mold and expand their knowledge at newer rates. They tasted the systematic approach to recalling and inputting data from the brain and want more. Finally, your joy and enthusiasm for life permeated the audience. Your humor and drama, that I am sure is all part of all "Jack Lannom presentations", maintained all ears and eyes on you. It is not only a credit to your training and research, but a gift few possess. **Again, thank you for being one of the finest keynote speakers in the world.** I personally have been revitalized and enriched by your acquaintance."

Stephen W. Miller, Associate Dean of Student Affairs, Broward Campuses, **Florida Atlantic University**

"Jack Lannom presented a one-day workshop entitled "Customer Service: The Customer Connection." The focus of the training was to improve customer service skills. Topics covered included building communication skills for extraordinary customer service; integration of proactive listening skills into communication with customers; new dimensions in customer-centered thinking; developing an outstanding customer service culture; process and people integration; identification of five major patterns of managing conflict; and conflict and stress management. **An evaluation form was given to all participants and 80% were returned. The results of the data follow: The highest possible is a 5.0. 5 points for excellent -4 points for Good. All questions were highly rated by the respondents, with all six questions receiving a weighted mean of 4.5 or higher. Rated highest was (4.88) question #3 regarding the instructor's organization and delivery of the program. The overall rating received a weighted mean of 4.84. The question regarding participant involvement and the usefulness of the program received 4.78.**"

Ellyn Drotzer, P.R. & D Planner, **Broward Employment and Training Administration**

"When you look up the word motivation in Webster's unabridged dictionary, you get these kinds of definitions: to impel – to incite – to cause some inner drive, impulse, intention, that causes a person to do something or act in a certain way. At various times in our adult lives, each of us has paid attention – for some reason, when we're ready to apply a new lesson – or an old one – to our circumstances – to our life experiences. In other words, we're ready to learn. In the fortunate case of finding Jack Lannom, our Florida group was ready to learn...to walk the talk of change. Jack Lannom came to us at the right time. **Of all the speakers we could have had at our annual meeting, no one could have motivated us more.** He did touch that inner drive that causes us to act. In my nine years with the company, arranging and offering speaker ideas, Jack created the highest level of enthusiasm I have ever witnessed. **Jack went beyond a fleeting hour and a half of inspired messages for us. Just last week, I met with two different division presidents who said they had reviewed his tape of our session three times. Right after our annual meeting, I saw Jack's words on posters in our company lobbies – and Jack's words at the tops of stairs. His lessons are Lasting. Real. And Welcomed.** Jack made an enormous impression on us. I think the best words of support come directly from that tough field... Here are some of their personal responses: 1) I still am energized from the presentation by Jack. It is great to visit with many of my managers who talk about his being a vital part of our best meeting ever. 2) Great presentation at a time when our company needs it. 3) Great meeting. Ever since, I've been pointing to the future and doubting my limitations. 4) Everyone (the world) should have an opportunity to learn your outlook on life. Perhaps changes will happen sooner. 5) Thanks, Jack for a great uplifting presentation. Our sales team loved the 5 key points ending with yes! 6) Very energizing. And it hit home. I'm looking forward to part two...and the book. 7) Your seminar—forward, backwards or sideways—was wonder. Jack, you hooked me. (This next one is very short...but it's from one of our "difficult to move" division presidents...when I saw this response I wanted to frame it.) 8) Great, exciting, a rewarding experience. 9) Leaving a legacy in our personal and business affairs is so important, yet so simple. Your presentation—displayed with great passion – was the key for us to hear this message. (Here's another short but revealing message to Jack) 10) Thank you and God Bless you. (And the last one to share from the field...) 11) The compelling, haunting message, which emerges again and again, is that – I am the captain of my ship – I set the course – I alone am responsible for the missing – and I can do it. Thanks. Now, Jimmy Rogers will share one more response with you... I – too – am still using, and applying techniques and lessons learned from my new coach, Jack Lannom. But here is a response that represents all of us in the Florida Group – It's a quote that is printed on the back of Jack's brochure: "We had the fortune to have Jack Lannom kick off our statewide management meeting." In less than two hours, I was in front of my team – attempting to break a board with my bare hand – and because Jack Lannom said I could do it. His dynamic, inspirational message filled us with positive energy (chi). And his core messages were repeated by my management team throughout the conference. Would I recommend him to other companies? Without reservation.

Mr. Rogers, Senior Vice President, **Waste Management – Florida Group**

"Your presentation at our Convention in Maui, Hawaii, was the best presentation our group had ever experienced! **When we tallied our convention evaluation surveys, on a 7-point scale, you scored a 7.0! Wow!**"

Debbie Nadeau, Director, Meeting & Promotion Services, **American Bankers Insurance Group**

"Our meetings are more productive...shorter and more focused. Our decision-making is quicker and clearer. Our planning process is producing more and better ideas than ever before. **We thought we were pretty good communicators...and now we're even better. We thought we knew the meaning of teamwork...and now we know better.** We've enjoyed financial success here over the past years, and we knew it would be tough to top the numbers. **I'm delighted that this year will be our best year ever...because of your programs.** Your program not only addresses the needs of our organization, but it has made a personal difference for many. It is not useless theories and information. It is readily applicable skills and tools that can make an immediate difference."

Dennis Collins, Senior Vice President and General Manager, **Jefferson-Pilot Communications Company**

"Your enthusiasm, energy, and message were a word in season for our leadership team here at Sensormatic. **In fact, the very next day as we were wrapping up our session, we included many of your ideas in our go forward strategy.** Again, we received considerably more than any of us had anticipated with your presentation. I would be happy to personally recommend any of your presentations to any organization who is looking for focus, team building, and developing their organization to its fullest potential."

Joe Ryan, Vice President, Global Source Tagging, **Sensormatic**

"We had the fortune to have Jack Lannom kickoff our statewide management meeting. In less than two hours, I was in front of my team, attempting to break a board with my bare hands, because Jack Lannom said that I could do it. (Yes, I did it!) **His dynamic, inspirational message filled us with positive energy (chi), and his core messages were repeated by my management team throughout the conference.** Would I recommend him to other companies? Without Reservation!"

Jim O'Connor, President, **Waste Management Inc.**

"**You were able to captivate, entrance, and entertain our group for seven hours which is a testament in itself in how to motivate and educate others.** Your energy "CHI," knowledge, and clear message thoroughly impressed me and the other members of our group. Every person I spoke with who attended the seminar said your presentation was one of the most enjoyable and educational experiences they've had. Truly inspiring. The event was one of the more worth while and rewarding experiences of my life!

Glen Braybrooks, Regional Manager, **Gale Insulation-a Masco Company**

"I want to thank you for such a spectacular performance last week, you really know how to light up a room! Not only is your program entertaining but it carries a message which is beneficial in relationship building, balance, and seeing beyond limitations. **Several people are using the expressions passed along during your presentation. This is a true testimony that you've touched the lives of your listening audience.** Mike Board has also received several messages stating "Jack Lannom is the best motivational speaker I've ever heard," and "MCI should hire Jack as are our motivational speaker."

Tamara Poindexter, Strategic Product Support Specialist, **Network MCI**

"At first the expense of your program was difficult for me to justify. Now that we have completed our meetings, I consider the 'investment' very well worth it. Please accept my appreciation for what you brought to our group. **What we have all learned will have a positive impact on our personal and professional lives. As a leader of this group of sales professionals, I can tell you that each of them has taken what you gave us and worked to improved production and progress to a higher level of success.** Jack, we look forward to continuing to work with you and to a long and prosperous relationship."

Dennis Pascarella, District Manager, **The Equitable**

"**Wow!** I guess that word describes it all. Our company has been through many programs that tried to impart a quality mind set throughout our environment. All have helped to a certain degree, however, there was always something missing. We attempted solutions in many ways but seemed to consistently come up short. **Then a burst of energy and light came on the scene in the person of Jack Lannom. The really great thing about your program is that it is not just a bunch of words and exercises. It teaches ways to cope with all kinds of problems both real and imagined.** It puts self and job in true perspective and it involves everyone from the top down in building trusting relationships."

Robert Duncanson, Vice President Marketing & Sales, **Dynacolor Graphics, Inc.**

"**I have been flooded with nothing but positive comments** as a result of the Children's Plan Conference, of which you played a major role. Your dedication helped make it a very successful event. The conference attracted more than 900 people from all over the state including juvenile court judges and staff, private provides, state and front line workers. The evaluations have been very positive, thanks to your hard work and professionalism."

Nancy Thomas, **State of Tennessee, Office of Children's Services Administration**

"What can I say about your outstanding program on Memorization presented to our senior managers? A company like ours, who prides itself in its relationships with the business world, finds remembering names and faces a very vital tool in making all of our owners, clients, as well as sub-contractors feel important. **Using your proven techniques, we strive to make everyone who comes in contact with Centex Rooney feel important. We found your style and humor entertaining, and your professional presentation a most exciting and entertaining combination.**"

Bob L. Moss, President and CEO, **Centex Construction Company**

“Thanks so much for presenting at the State Management Conference. Your lively presentation certainly provided the perfect ending to our Quality Kick-off. **Some of the comments about your presentations on the conference evaluations include: Very Powerful, Extraordinary, Very Good at pulling it all together, Bring Jack back next year, Highly Motivational, Good Audience Participation, The Best and On Target For Core of Whole Conference, Perfect Ending. As you can see...you were a hit. Thanks for your help**”.

Cindy Hall, Training Manager, State of Tennessee, Department of Personnel

“We invited Mr. Lannom because we wanted someone who could not only entertain our kids, but teach them something, as well. Jack demonstrated his skill of memorizing and reciting strings of words, numbers and names – long strings! He then made quite an impression on our youngsters as he taught them mnemonics to remember the names and the districts of our nine County Commissioners. The adults in the audience appreciated the lesson, as well! Mr. Lannom captured our kids’ hearts and kept their undivided attention that morning; he also helped them stretch their minds. His zest for life, warm and personal demeanor and funny stories pulled in the audience and made all of us laugh. Jack’s visit was a great start to our children’s special day! **Jack’s entertaining style makes him equally effective with two-year olds or 102 year olds. He was great!**”

Susan Delicioppa, Employee Development Manager, Division of Human Resource,
Broward County Board of Commissioners

“Forgive me for taking so long to tell you how much we enjoyed the course. It was a staff event that will long be remembered. It created change and that is a difficult thing to initiate. **We are a better company for having spent the time with Quantum Management training and I hope that in the near future time and resources will allow us to invite you back for another valuable forum.**”

John Forsyth, President, Ensemble 4 Advertising

“I wanted to drop you a quick line to express our gratitude for the valuable time you gave to our sales team. **I hope you could tell how we all connected to you and your presentation.** I know that “all” the team walked away with a clearer understanding of what to focus on and how to experience a greater level of success, both personally and professionally. I’ve had several of our sales “partners” ask me about your book, Untapped Potential. Also I wanted to let you know that I have started reading your manuscript for “People First”. **Jack if the 2nd half of the book continues to build in the same vein as what I have read so far, you have definitely hit the Bulls Eye.** The philosophy of genuine care and concern for others that you address, is what I have begun to build our team with. I look forward to visiting with you in the near future, don’t hesitate to call at your convenience. Looking For Your Success.”

Les Williams, The Rockland Corporation

“**What a hit you were** with the Metro-Dade Housing Agency (MDHA) at our meeting on Wednesday. I can’t begin to tell you all the positive things employees have been saying about your presentation and how motivated they were when they left the meeting! I know I plan to incorporate a lot of your theories in my personal and professional life. Thank you for an inspirational afternoon which will not be forgotten.”

Rene Rodriguez, Director, Metro-Dade Housing Agency

“**The “Breakthrough and Beyond” seminar exceeded my expectation—which was very high when I went into the seminar!** It delivered more than I had imagined. What is particularly beneficial about the learning is that it can be practically applied immediately. There is no way that someone who attends your seminar can walk away without absolute gems of knowledge presented in such a professional manner. **Jack represents many years of learning and wisdom wrapped up in a very easily understandable presentation. What I learned in two days would take more than my lifetime to accumulate!** Most important is the impact the seminar will have on my personal life and what it can do for the mission of the Daily Bread Food Bank. **No doubt, what I’ve learned will translate into many more hungry people being fed.** As a not-for-profit, Daily Bread benefits in a very special way—more lives will be changed as a result.”

Dave Krepcho, Executive Director Daily Bread Food Bank

"We would like you to know how much we appreciate your efforts in coaching your Quantum Management program. Since we began, we've realized some very significant rewards and I'd like to share some of them with you.

- 1) **Improved (more fluent and more meaningful) communications between employees at every level.** All of our employees understand their importance as a member of the team. They now have a heightened level of job satisfaction. We, as managers, have a greater awareness of the value of the skills and experience of our employees.
- 2) **Better vendor relationships.** We've partnered with vendors to create "win-win" business relationships. Our vendors are now spending their sales time and efforts in more meaningful and productive ways. Rather than making weekly "courtesy calls," they now come in monthly and when they do, they provide valuable information at employee seminars.
- 3) **Critical problem solving skills** have enabled us to anticipate and avoid errors. Customers feel an enhanced level of confidence in American National Ltd. Our "customer connections" have opened doors of communication between us and our customers, and they have expressed their appreciation over and over again.

The process has been an exciting one. We understand that Quantum Management is a "journey". Thank you for giving us the road map. We look forward to a long and rewarding relationship with Lannom Inc."

L. Gilbert Hall, President, **American National Ltd.**

"I strongly recommend Jack Lannom's Programs to any organization that wants to remain competitive."

Luis Garcia, Sales and Marketing, **The Miami Herald Publishing Company**

"Just wanted to say a BIG - THANK YOU!!! to Jack for coming to speak for LifeWay today. **Our employees loved him and want him to return!** Thanks again and many blessings! "

David Hassell, Corporate Events Specialist, **LifeWay**, Nashville, Tennessee

"It hit me on the plane that I was pretty wimpy in my evaluation of the seminar. I know my comments did not reflect how much I enjoyed the two days. **The information and materials were excellent and I am excited about their application here at Bohannan Huston.** I very much appreciate your modeling excellence throughout the two days. Jack, the only down side was not being able to stay and see you break the bricks! Thanks for the encouragement and support!"

Brian G. Burnet, P.E., President, **Bohannan Huston**, Albuquerque, New Mexico

"The three days of skills training was a unanimous success and exceeded our expectations! **You truly delivered the "promise" and we sincerely appreciate the hard work and excellence you committed to prepare and deliver the program.** The sales team is practicing daily and collecting "jewels" per your suggestions."

Bob Kramm, Vice President, Sales and Marketing, **Florida Marlins Baseball Club**

"I have had great feedback from our sales team after Jack's presentation....they thought he was excellent. Jack is one of the best speakers we have ever seen. **He was passionate as he demonstrated his Kung Fu principles and his interactive style kept our sales team interested.** I would highly recommend him to other organizations."

Mark Manfre, Executive Vice President, **Insurance Office of America**

"I recently attended your Executive Development Seminar and wanted to take a few minutes to thank you for a job well done. I found the concepts and tools that you presented to be both practical and timely. **I think you achieved a precise balance between the needs of business and the needs of the associates-the human side.** I've long felt that to have positive results you need a goal-oriented business plan that is balanced by understanding the sociological and cultural needs of the organization; your workshop accomplished this for me."

R.D. Mize, **Allied Signal**