

## What Our Clients Are Saying.....

*"This recommendation is actually a little overdue. Five months ago I attended PSS a course led by Jim Ullery. Jim's teaching style, charisma, and professional good nature was beyond that of any "instructor". In light of that I figure I owe him a few good words. Jim has the uncanny ability to take a room full of complete strangers make them totally comfortable as a cohesive unit and then change their every day way of thinking completely. As far as instructional ability I wish I had a Jim Ullery teaching every one of my college courses. But as for a guide and a mentor there is no replicating what Jim has inside. Over the three days I attended Jim's course I can honestly say I've never learned more about the way I talk, act, and think sales. In fact I would go so far as to say Jim has been an incredible inspiration for me as a professional businessman. Thanks Jim,"* **Ian Walker**, Broker, Insphere Insurance Solutions

*Jim, was a true find for OnProcess Technology. As a disciple of Professional Selling Skills I knew this was the program methodology I wanted, but needed the "right" fit for our team and Jim turned out to be that guy. His preparation, experience and enthusiasm were outstanding and his energy level was unmatched. If we don't improve our sales results the fault will be ours!"* **Robert Kenney**

*"Jim is a high energy, expert, sales training professional. Over the three day Professional Selling Skills course, Jim's ability to weave course content with personal insights and experience kept our diverse group engaged and challenged. I will recommend Jim to others looking for this training."* **John Nicholson**

*"Jim is the proven industry leader in Sales Training. He has taken a lifetime of lessons learned and successful results and combined it into an easy to understand, informative lesson. He has had a major impact on my sales career by providing the tools I will implement for years to come. Jim is an expert when it comes to sales and communication skills and has helped me develop over the past 4 years. He is a true professional with skills that can be applied to any business. I have watched my production double from 2007 to 2008, and again from 2008 to 2009. I would highly recommend Jim if you are looking to maximize your potential."* **Kyle Wiggs**

*"Jim's enthusiasm and professionalism helped develop my professional sales skills beyond their "plateau"--reached after 15 years of sales."* **Tim Parkinson**

*"In 2007, Jim Ullery and the Center for Organizational Energy (COE) earned the status of AchieveGlobal's top national business partner within our network of college, university and consulting distribution partners. Jim is a consummate professional and has been a valued partner for AchieveGlobal in the organizational performance improvement arena for many years. Jim has always represented and delivered our training resources in a way that brings his customers a high level of value and the measureable business results that we expect for AchieveGlobal's business, industry and government customers. In my role as his business partner, and as a representative of an organization that expects and depends on a high level of quality and performance from our partners in the marketplace, I highly recommend Jim and the services of COE."* **Brad Johnson**, Regional Channel Manager, AchieveGlobal

*"Jim is a very gracious speaker, he has the ability to captivate and engage his audience. Jim goes the extra mile to ensure the people who attend his classroom sessions are made to feel welcome and comfortable. It is rather remarkable to watch Jim deliver his message with such passion and enthusiasm. Jim will engage your intellect and have you leaving the session with a renewed sense of motivation, clarity and enthusiasm."* **Wally Cone**, B.Sc PMP, Principal, Stellar Business Performance/ Organizational

*"I participated in the Sales Skills workshop hosted by Jim and was thoroughly pleased. I have several years of sales experience found the class to be a great refresher with real-world applications and innovative ideas. I would recommend Jim to any company looking to give their sales team a competitive advantage."* **Kelly Owen Grover**

*"I considered putting Jim in the "personal trainer" category. His work certainly had the effect of training me to be a much better salesperson. He was able to provide great insight into what's important and where to focus. I learned more in 3 days than I have in years of experience. I highly recommend Jim, not only because of the great work he does, but for the fact that he is genuine, straight forward, and a pleasure to be with."* **Bill Kenney**

*"The skills Jim taught us allowed me to have confidence leading presentation for a regional affiliate facility. I used the literature/skills from Jim's seminar and several people informed me that "I KNOCKED THEIR SOCKS OFF!!!!!!!" Jim's encouragement as well as the selling skills he taught us will be life-long tools!"* **Byron Auzenne**

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*"Jim Ullery is an award winning trainer and consultant for a reason. He delivers. His ability to motivate, inspire, and change behavior through his training programs is nothing short of superior. And I appreciate Jim not only for his professional skills but his integrity and concern for the best interest of others (clients and colleagues) as well."*

**Roger Allen**, Owner/Principal, The Center for Organizational Design

*"Jim is a true professional. He takes pride in delivering a research driven, high quality consultative sales system. I have seen a number of approaches to this subject and without a doubt, Jim's Professional Selling Skills course is a more in-depth, needs driven approach than anything else I have seen. I highly recommend Jim Ullery as a trainer for any sales professional who is looking to become more effective and more efficient in their approach."*

**Jeff Mount**

*"Jim is very knowledgeable in teaching the professional selling skills course. He keeps the class very engaged and makes the class interactive and fun for everyone. The material is presented extremely well and Jim does a great job in helping everyone in the class understand the course and material. I would recommend this course for anyone who is looking to refresh themselves on their sales skills or for someone who has never taken a professional sales course."*

**Aggie Plewako**

*"Jim brings a wealth of experience to the class that coincides well with the course material provided. His insights from the initial sales call to closing the deal and all the follow up after the sale is either won or lost has been a tremendous help. A value well worth the money."*

**Mike Hayes**

*"We attended a custom course that Jim created for 360 Solutions distributors. It was the first offering for the course, and Jim did an outstanding job. Jim has a wealth of knowledge that comes from years of experience and is genuine in his sharing approach. I would definitely recommend Jim to anyone looking for the best."*

**Kevin Hrim**

*"Jim is a highly motivated individual that has been able to improve the capabilities of my sales team. His approach is readily absorbed, retained, and has contributed to bottom line results."*

**Mark Sawicki**

*"I have known Jim since 1984 when he was at Albany Ladder. No matter the position or the company Jim has always been a teacher/facilitator. Jim has directly provided me with management training. I now use that learning every day while I lead my own company (EXEControl Global Solutions). If anyone is looking for management, sales or business training, please consider Jim Ullery. I am sure it will be well worth your time."*

**Allan Robison**, President & CEO, EXEControl Global Solutions

*"Once again Jim is right on the mark - as we begin to refresh our PSS skills Jim has brought a meaningful, on point presentation that is sure to help me in my practice. In times like these, when we all need to be operating at "A+" levels, Jim is helping to provide guidance and insight that will allow us to succeed. Thank You and I am looking forward to working with you in the coming months."*

**Bryan Bruce**

*"Jim's teaching/training method was highly interactive and engaging along each step of the way. The reference and ongoing materials you receive in PSS will instantly become your favorite tools. Since the training, I can honestly say I use one of the practices I learned to better understand and serve my clients and customers on a daily basis. I highly recommend this training."*

**Kimmi Campagna**

*"For those of us who remember Star Wars, Jim Ullery is the "Yoda" for delivering focused education and training that drives business growth and excellence. My corporation contracted with Jim to provide this type of education and he delivered his all...straight-forward, sound business growth and process training that we can implement immediately to increase revenues and drive our productivity to new levels. Thanks Jim...and I know "...the force is with you."*

**Mike Blomgren**

*"Jim Ullery is an amazing facilitator who has taught me so much. What I especially appreciate about Jim is that he truly cares about you and your organization. He wants to help you become more successful and is willing to share openly the mistakes he has made and how to avoid them. I highly recommend you attend anything and everything Jim Ullery offers"*

**Dawn Modlin** President/CEO Training for Excellence, Inc."

*"Jim is the best trainer that I have experienced in my professional career. He has proven to be a valuable asset to our Company through his observations of our people and his recommendations for future training."*

**Robert Kosky**

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*"Jim, I would like to take this opportunity to thank you for the outstanding job that you and Joanne did this week with our field sales team. From the first day of the program, every salesperson and sales manager shared with me that the felt that you were doing a terrific job with the program. As you know about half of our team had PSS 6 years ago and there was some reluctance on their part to take the class again. Everyone told me that the way you presented the materials demonstrated a real life view that connected exceptionally well with our team. Rather than acting just as a trainer you were acting as much more of a sales consultant to the people at the meeting. It is too early to tell if we will see measureable results but I am confident that you have given our team tools that they can use to grow our business. It will be fun to see how we do in the second half of this year. As we all know we will not get any help from the economy so this training may be even more important. I will look forward to our follow up discussions one-on-one and with our sales managers".* **Mike Gallagher** President Centro, Inc

*"This day in age when everyone and their dog has an angle and a book to market their revelations, Jim Ullery is a breath of fresh air. He offers more than a bag of tricks or another holy grail of selling. Jim provided insight into the strategic foundation of a needs based selling program that has evolved and stood the test of time for over 30 years, but more importantly he helped apply it to the industry I work in - not just a theoretical candy land where everyone loves you and wants to invest in your service or product. Jim's professional selling skills program helped me learn how to connect and bring value to the customer without using manipulative tactics. As a natural skeptic, I was comforted in knowing that he not only coaches a methodology that I feel I can apply in my own business; he also shares a successful and growing history in applying the techniques he excels at teaching. For anyone looking for the quick answer to increased success, Amazon.com has some great books on sale. For those looking to build trust and improve the quality of their long term relationships with customers, I would recommend Jim Ullery."* **Jay Riddle**

*"I attended Jim's Professional Selling Skills course during a time in which my company was attempting to land the contract to supply porcelain tile to a large national account restaurant chain. During the class, Jim spoke about creating a call planner that would allow us to create the basis of what we wanted to cover in our call. This "real world" scenario, along with Jim's guidance, helped prepare us to think about all the possible objections that we might come across during the actual call. I am happy to say that we landed the account and I really feel that it's because of Jim's assistance in preparing us for what objections we would face and how to overcome them. I would recommend Jim and his courses to any sales organization that is looking to increase their productivity and closing success."* **Scott Bocketti**

*"The sales consulting field is scattered with lots of sizzle and no steak. Not even an appetizer. Jim not only provided a mouth-watering meal but also unmatched service. We hired Jim to conduct five separate classes for 60 people. Exceptional work. Two things stuck out for us: (1) Jim did his research. He was able to relate the core skills and scripts directly to our needs. (2) This was only the beginning for our relationship. Jim's follow up was/remains his best attribute. Most selling skills "experts" are once and done motivational speakers. Jim's the real deal. Passing on the opportunity to develop a professional relationship with Jim would most likely be the biggest (financial) mistake of your sales leadership career."* **Bruce Davis, Jr.**

*"Jim is not only a highly skilled professional in his 'business' but is a great guy and a very sincere and nice person to work with. His knowledge of the subject matter is outstanding and his approach to getting everyone involved and motivated is without compare. He manages to make it feel like one on one, even in groups of 8 or 10. His enthusiasm is contagious, and everyone that has ever been a client would say he is the best part of the program!"*  
**Mike Badera**

*"It has been my pleasure to know Jim Ullery for approximately 10 years. In that time I have admired Jim's ability, character, and effectiveness. His creative approach to working with clients and business associates has provided an example for me as to how to improve my own business. I recommend that any executive or company find some way to utilize Jim's experience and abilities."*  
**Bob Arthur, President, The Success Institute"**

*"The insight and experience that Jim brings to the table have made him an extremely valuable resource to me. I have attended one of his training sessions and use his process on a daily basis. I proudly recommend him and his services."*  
**Chuck Bautista**

*"Jim's knowledge and experience in the Training & Development arena are second to none. Jim is a true professional with a proven track record of success. Jim truly cares about people and their personal development. Jim's genuine concern builds trust and rapport which is the foundation for customer and employee loyalty & dedication."*  
**David Ham**

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*"Jim's insights into the training process were creative, thought-provoking and delivered with confidence and professionalism. It is hard to train Sales Professionals as we tend to think we know best how to do the job. Jim's delivery of the PSS Training course was a refreshing way to remind us that we can always learn something new. I would highly recommend this program for anyone currently in the Sales Profession, new to the Sales function, or a seasoned veteran with many years of experience. You will come away with a new perspective. Thanks Jim!!"* **Carrie Budgeon**

*"Jim not only provides engaging, effective sales training, but he has many years of experience in multiple industries which he uses to address individual and personal situations. Jim has a great enthusiasm for his material. He asks good questions which help you see areas of opportunity and improvement. I recommend Jim highly for management, leadership and sales training and coaching."* **Tim Scheele**

*"One of the many things I liked about Jim's PSS workshops are the in-depth way he managed to apply the courses material to each attendees background and field. He is remarkable at taking abstract concepts and making them understandable in "real world" application. He does so in an informative (showing comprehensive knowledge and understanding) and memorable (showing personality and interaction) instead of droning on. The combination yields a lasting result, which one cannot help but incorporate into their own personal interactions."* **Saverio "Sammy" Bryant Jr.**

*"Jim's work and character can best be summed up by one word: passionate. Jim is passionate about what he does and who is in the best possible sense of the word. I recommend him without hesitation."* **Bill Cole**

*"Just got back from a 3 day sales class with Jim. He is amazing!!! He has helped me beyond my wildest expectations!! I will be back for more. Jim is such an expert on business and sales. Thanks Jim!!"* **Marybeth Hrim**

*"Jim's training program for sales professionals is a must if you are looking to take your career to the next level. Jim challenged me to do more than sell. He challenged me to make sales that are mutually beneficial to both parties. Not only did Jim challenge me, he worked with me to reveal I already had the necessary skill set to succeed. Jim's PSS course is something I highly recommend."* **Cory Spencer**

*"Jim , was absolutely brilliant with the techniques he showed our group in taking a consultative approach to the sales process"* **Anthony Nappi**

*"I just wanted to express my appreciation for the valuable information I received from Jim Ullery. His knowledge, technique and expertise in the field of sales was excellent. He is very personable and creative. I enjoyed my three days learning from the best, and will continue to utilize the tools he provided during my course with him. I highly recommend Jim to anyone looking to improve their sales skills or just learning the field of sales. He is awesome!"* **Deborah Enany**

*"I had the pleasure of attending Professional Selling Skills with Jim. Jim's expertise, teaching style and enthusiastic attitude made the training one of the best I've attended to date. The concepts are extremely effective for improving Sales skills, but also daily communication and negotiation skills. I would highly recommend Jim for any training or coaching services."* **Karen Amara Kosh**

*"Jim, provides a creative and valuable approach to understanding the sales process. His course useful to sales professionals at all levels of experience in that it causes reflection upon the process and provides tools and insight for increasing success."* **Peter Horstmann**

*"Jim is second to none in the training, sales and business consulting fields. His dynamic personality and honorable character are stellar. I whole-heartedly recommend him!"* **Don Harwood**

*"Jim and his staff have provided great counseling and direction to Summit 360, LLC. His concepts are solid and results based. He has helped us improve our processes and increase the value we bring to our clients and partners, resulting in greater revenue for our business. There are few that equal his integrity and commitment to blessing others with his experience, knowledge and wisdom. Jim remains a business resource that we will utilize for years to come, while we value his friendship and counsel."* **Mark Nicklas**

*"Jim provided sales training for our organization exhibiting a professional, enthusiastic and well organized presentation. The 3 day training effectively presented a sales concept that will allow our company to expand relationships and expertise with our customer base. The sales concept will also allow us to gain a better understanding of our customers needs and processes."* **Tommy Hatmaker**

*"The term "consummate professional" is often used, but Jim Ullery defines the term. Jim's combination of intelligence, creativity, know-how and execution set the standard in the field of leadership and management skills training."* **Scott Breed**

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