

November 27, 2006

During the summer months of 2006, I participated in TheRevenueBuilder® sales training program with Pauline O'Malley. I recommend this program to everybody, not only for those working in a sales capacity, but to anyone who has personal goals and ambitions they wish to achieve. Initially I sought a way to increase my monthly sales totals. However, in the end, I came away with much more.

The course material built upon the experience and training I already possessed. As I worked through each successive week, many of the mysteries and difficulties surrounding selling disappeared from my day. Not only did my numbers increase by 100% from month-to-month, but my days, weeks, and months began to flow much better. The initial benefits I received were reduced stress and a more enjoyable workday.

As an instructor, Pauline O'Malley is second to none. Her approach to education is honest and thorough. We met each week on the phone, and together we went through every exercise in great detail. Her methods and honest discussion challenged the way I approached my profession and helped me break time-consuming habits.

At the conclusion of the ten-week program, I had developed into a more efficient, confident, and self-assured sales person. I have added several new tools and techniques to my sales arsenal, which I have utilized with great success through all stages of my sales cycles. I have become a Client-for-Life.

Sincerely,

Dustin Dickout, MBA
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