

# Sales Managers: What Your Peers Have Said

---

## Participant Comments



*“Overall the course provided insight into many aspects with regard to my day to day work situations. A very positive experience!!”*

**Glison Engineering,  
David P. Karlson, Inside Sales Manager**

*“The seminar achieved the goals that were set. Review of the materials was very helpful as well as having a manual to refer to for future reference.”*

**Lincoln National, Deborah Daley,  
Director of Sales Service Support**

*“Most helpful was communication, positive reinforcement, and how to achieve goals through these techniques. I will plan out my communication and delegate more tasks among the team.”*

**Computer Marketing International,  
William Fli, Sales Manager**

*“Very helpful. I learned that to get organized and it doesn't have to be perfect.”*

**M.L. McDonald Co.,  
Steven W. Lyon, Sales Manager**

*“Great subject with a lot of ground covered in one day. Provided guidelines and an overall view of effective negotiations as well as the pitfalls.”*

**Jade Investment Consultants,  
Jerry MaLaughlin, Real Estate Broker**

***AES*SCHWARTZ & ASSOCIATES**

EMAIL: [aes @ aeschwartz.com](mailto:aes@aeschwartz.com)

TEL: 781-436-5033

[www.aeschwartz.com](http://www.aeschwartz.com)

[www.aespeaks.com](http://www.aespeaks.com)

[www.schoolformanagers.com](http://www.schoolformanagers.com)