

## Don't Take Our Word For It . . .

### What Participants Say About Alan Ovson

#### AUDIENCE INTERACTION

*I loved the group interaction. Most sales training is sterile and unimaginative. Yours wasn't.*

Kelley Ann Lamb, Sales Rep, Chroma Copy Imaging

*Your energy level is unbelievable. You kept 350 people moving, involved, laughing, and learning. Not only did I get a lot out of the session, but also I was able to push myself out of my comfort zone. You made me work and I had a great time doing it. Thank you very much.*

Trish Johnson, William Blair and Co.

*You kept the audience of over 300 people involved and interested for over an hour and a half - no small task! Your real-life examples of how negotiations can be used were easy to understand and implement. You combined information and humor in a format that was enjoyable and educational.*

Kathy Hawes, The FREEDOM Group

*Your presentation was fabulous. I have been thinking about it all week. I got a lot out of it.*

Renee LaRose, Program Planner, Kornbluth International

*You made the subject fun, the audiences responded enthusiastically, and I have seen your list of creativity blocks up on attendees' walls.*

David Elliott, Xerox

#### MEASURABLE RESULTS

*You got results because you got people to be comfortable with themselves. You got us to focus in a positive creative direction. Your humor broke down any resistance and your teambuilding techniques made your content immediately usable.*

Janice Weinstein, Director, Koret Initiative Program

*Your energy totally involved the audience. I couldn't be more pleased with the results, as it is immediately measurable by the daily positive approach to negotiation our sales team has incorporated.*

Jeffrey Rodman, Sales Director, Yahoo, Classifieds2000

*Our staff loves you. You build trust, get them to let down their defenses and remove their own demotivators. Our sales are up over 25% thanks to you.*

Jackie Andrews, President, Chroma Copy Imaging

*Thank you, thank you for a giving me the tools to negotiate everything. While I waited for my plane at Chicago's Midway Airport, I called my contractor and asked for the two things I really wanted and thought I had no right to request. With the skills I learned I was able to present a win-win opportunity. Result? I got it all!*

Heather Burns-Garcia, Mississippi Association of REALTORS



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## Don't Take Our Word For It . . . What Participants Say About Ovson Communications Workshops

### PRESENTATIONS WITH PURPOSE

*Special thanks for your strategic planning skills. I very much appreciate your sensitivity to the overview of our enterprise and its need to be successful on an overall bottom line basis. This has been particularly true with establishing sales planning and sales goals and our success in increased sales over the past two years.*

David Gibson, Board of Director, Chroma Copy Imaging

*You said your presentation Letting Go and Falling Up was fun and that people would enjoy it. They didn't enjoy it, they loved it.*

Eileen Worthly, Marketing Director, Forty Plus

*Your Presentation Skills workshop was wonderful in more ways than one . . . you helped us discover that it is important to understand our audience so that we can match our knowledge with their interest and need.*

Betsy Flack, Education Director, Strybing Arboretum

*You created an informal comfortable environment for the staff that helped them immensely as you taught them how to make better presentations.*

Sam Reynal, Partner, O'Rourke, Clark, & Sacher CPAs

### WIN-WIN NEGOTIATIONS

*As a result of your workshop, I negotiated a contract that I did not think I could negotiate. Your session was fun, full of practical information, and obviously saved my organization a lot of money. Thanks.*

Amy Allaband, The United States Conference of Mayors

*I enjoyed your presentation on Win-Win Negotiations. Most of all, it made me think about what Win-Win Negotiating means. Necessary to understand if I am to be successful!*

Jackie Kerrigan, Heineken USA

*Your session was one of the best I have attended ever! My primary responsibility is to negotiate contracts, and I believe the information you presented will be extremely helpful in my position as Planning Manager. The information was very practical, presented in a way that kept me interested, and enabled me to look at negotiations from a new perspective.*

Nancy Bianco, National Association of Realtors

*I really enjoyed your session. I think we all do negotiating throughout the day it's just a matter of understanding what you are doing. I would definitely refer to you as a great motivational speaker!*

Peggy LaBounty/DFW Airport Marriott North

*I thought your class was great. You gave us valid points and logic to apply in times of negotiation.*

Rebekah Mayfield, Group 1 Automotive, Inc.

