Endorsement

Let me recommend Ursula Mentjes, President of *Sales Coach Now* and #1 Bestselling Author of *Selling with Intention* and *Selling with Synchronicity* for your next business sales and marketing project. She is an award winning sales expert, speaker, author and entrepreneur so your firm will benefit from her sales to close process.

Ursula engaged us with her effective "intentional" approach that gets a sale closed. Her unique "Principles" include targeting, scheduling, connecting, and closing an "asked for sales" effort. Participants interacted with Ursula and each other to observe how to sell with intention; overcome cold call reluctance; schedule appointments to sell more in less time; and conquer financial setpoint limitations. We learned that about 81% of sales calls succeed with the fifth contact to land an appointment and close the sale.

So if you intend to ramp up and significantly increase your sales effort and volume, begin your successful journey with Ursula's system and Sales Camp that makes selling exciting, candid, and effective.

Yours Truly, Greg Lunde, CMC®-Emeritus Chairman, Secretary, Membership Orange County Chapter Institute of Management Consultants www.imcusa.org

TEL/FAX: 562-493-2908 www.colligated.com