

## Testimonials

"I attribute, easily, \$10 MILLION in sales growth directly to Lenann."

— Mark Walton  
Former Regional Managing Partner  
Deloitte & Touche, Central Europe

"In the 120 days following work with Lenann, we closed over \$7,900,000 in new business. Our results for the same period during the previous year: \$4,600,000. And, this year's results occurred while 8 of our 20 hotels were under renovation! Wow!"

— Ken Leone, Executive Vice President  
Larkspur Hospitality Corporation

"Your presentation was entertaining as well as insightful and informative, to the delight of the audience. The expectancy I had about your presentation based on your extensive academic credentials and your fantastic selling and marketing performance achievements was completely fulfilled, and then some."

— Gabriel A. Nazzola, (Past) President  
National Association of State Farm Agents

"Lenann changes people's lives — the way they work, think, and are motivated. She makes a very real, and quite incredible, difference."

— Patti Roland,  
Former Vice President Sales and Marketing  
Stonebridge Homes

"Our revenues have doubled two years in a row, we're very profitable, and I have nothing else to attribute it to! Lenann is priceless!"

— Philip N. Spotts, CPCU, AIC, ARM,  
Managing Partner  
Mission Adjusting & Risk Management

"We have brought in over 100 pieces of new business since you began working with us just 110 days ago!"

— Leroy Bolt, Managing Partner  
Condley & Company

"I worked with Lenann about 5 years ago. Just this month, I once again applied what she taught me, and closed 4 of 5 proposals — over \$300,000! Lenann Gardner is a combination of blazing intelligence and electrifying enthusiasm!"

— Patti Davis, Senior Vice President  
TNS Healthcare

"Recently I attended a Deloitte training session with Lenann McGookey Gardner from the USA. It was a stunning experience! She is a great speaker, motivator and has an unrivaled experience within her field of sales coaching. At the same time as being a great instructor, she is also a wonderful person who is not afraid of sharing her own personal stories."

— Dorothe Keilberg, Senior Manager,  
Deloitte Central Europe

"You were wonderful to work with and we all learned so much from you. Three words — thorough, sharp, intense are ones that come to mind!"

— Rebecca Plutino, President  
Albuquerque Convention and Visitors Bureau

"People who take Lenann's class go have a conversation with a customer, shut up, say maybe five things — five really good things — and come home with money! This happened ten times in the year after we took her class."

— Dr. Dave Sandison, Senior Manager  
Sandia National Laboratories