Sales Managers: What Your Peers Have Said

Participant Comments

“I am now off on the right track. I look

forward to reading material and coming back

next week. An excellent mix of lecture and

interactive exercises. It all fits together.”

Cape Cod Ice Cream Company,

R. Scott Memhard, Manager and V.P.

“The discussion and examples were excellent.

The components of the tangible and intangible

elements were particularly helpful.”



Mystic Valley Elderly Service,

David O. Heary, Executive Director

aeschwartz.com
schoolformanagers.com

readysetpresent.com

designmyppt.com

aed-is.com

aes@aeschwartz.com

“I have become increasingly aware of

employees' intangible needs as a result of this program.”

 ICA Pathways,
 Date Becker, Program Director

“Terrific content, fast-moving pace lots of good information, and plenty of opportunity for group discussions. Job Analysis scale will be a very useful tool for me.”

Grumman Data Systems,

 Barbara Ronzetti, Assistant Director

“I learned to set and communicate goals.”

Informix ID Systems Inc.,

 Lewis Bell, President

“I believe I will improve my life and career

because of this seminar. Stepping back and

thinking about what I am doing first was the

most useful technique I learned.”
 The Krupp Companies,
 Edward D. Belz, Vice President

“Very involving method which drew both me and the group out. The presenter was
humble and his style inspires confidence; if Schwartz can do it, I can.”

 Polaroid Corporation, Thomas O'Brien,
Manufacturing Vice President

“The course deals with very important and useful topics and has very important
technical advice and means: Slow down, relax, be yourself and not Bernard Shaw. Use
your own words.”

 Kupat Holem; Israel, Adam Geva,
HMO Director

“I am glad I attended the class. I learned to make a list of things to do and to set aside some time to take a break.”

 Bay State Federal Savings Bank, Boisora Zade,
Asst. Vice President

“I enjoyed the personal attention even within this large group.”

 Stephen S. Walker & Co., Gary M. Kaufman,
General Partner

“Good overview to enhance the fairly new yet developing thoughts of people development skills and the idea of selling my experience toward personal growth.”

 Continental Cablevision, Joyce Hillcoat,
General Manager

“These sessions help me revisit my goals and actions. I now clarify my objectives and set
up a plan.”

 Manisser Communications, Fraser A. Lang,
President

“Andrew is an excellent seminar leader! I enjoyed his lectures tremendously!”

 Bayfinch Mortgage Corp., Loretta McAmand,
Vice President

“This session has basically achieved just what I wanted it to do -- get people involved and make them aware that they are part of the overall productive management and that

they must communicate and work more closely with each other.”

 Matthew Bender Company, William Musso,
Vice President Production

“The discussion on planning was a great reminder of its importance, and the exercises were very illustrative.”

 Mulberry Child Care Centers, Edward Follen,
V.P. Finance/Administration