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TESTIMONIAL

FROM: Andrew McCauley

TO: Dave LoSavio

I approached Dave because one of my employees lacked the assertiveness, confidence, and touch of arrogance necessary to become a great sales professional. While I always recognized the potential within my employee, I struggled with how to best cultivate his talent and self-assuredness.

After an initial consultation, Dave asked me what, specifically, I wanted him to cover during his weekly meetings with my employee. I replied, "Dave, I just want you to be Dave."

Dave began by working with my employee on the power of a consistent morning routine combined with healthy lifestyle choices. The focus was not on sales, but rather on working to feel confident and healthy when approaching each day and task. Next, Dave endeavored to help my employee realize the value he provides his clients and the enormous responsibility that comes with being a licensed sales professional. This epiphany immediately provided my employee with a great deal of added confidence. It was a little surprising, but upon reflection ingenious, that Dave did not approach sales strategy and tactics until the last week of mentorship. You see, Dave was not just transforming my employee's sales abilities, but rather his ability to attack each day. Armed with his newfound confidence and self-image, my employee has doubled his monthly sales.

My investment in Dave has paid off more than tenfold already. The service he provided my employee has been invaluable. I whole heartedly recommend Dave LoSavio and his mentorship services to anyone looking for personal or professional development.

Andrew McCauley