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## TESTIMONIAL

FROM: Joe Kersjes

TO: Dave LoSavio

Dave has the unique ability to bring the best out in those around him. I was fortunate to work with Dave one-on-one and receive leadership around sales prospecting. Dave changed my perspective from a self focused how am I going to make this sale to how am I going to best serve this person? With this shift I no longer felt like I was selling, I was serving. This led to an increase in sales and had an unexpected result adding to increased fulfillment in my work.

Dave showed me how to better structure my sales calls, be more intentional on each call, and ultimately more effective. I am better aware of my thought and language patterns. This awareness allowed me to overcome obstacles with my prospects.

In order for me to show up at my best everyday in my sales role Dave repeated the importance of sleep, water consumption, and deep breathing. A focus on these points not only allowed me to show up as a better salesperson, they allowed me to show up as a better father, husband, and friend.

I am grateful for my time with Dave and continue to recommend him. Dave is an integral part of my personal development and pushes me to be my best and not settle for mediocrity.

Joe Kersjes