

*RSM National Meeting
June 23-25, 2001*

Question 4

Were the speakers/training effective?

4.48
4.91
4.18

Speaker	1	2	3	4	5	Comments
David Allen			4	22	32	Excellent – but went too long
James Lloyd				5	55	"10"
Terri Sjodin		2	6	29	21	I missed the prior training Crossed a few lines on topics – I'm unsure if these topics would be more effective when taught by peers
Best Practices			10	24	24	Too short

Question 5

What will you do differently in your territory as a result of the training you received?

TX	Get better prepared to always have a plan and quit wasting time spinning wheels and waiting for help As for the business! Have my brokers unconditionally.
CA	Improve office and field organization.
IL	Create more persuasive seminars. Implement sales ideas learned here. Organize workflow.
CA	Setting up projects (David Allen).
CA	Make personal changes in the way I not just do my job, but in the way I look for business from the agents. "Go get 'em!"

Comments

I was glad to visit at length w/Joe Ruiz to cover the FlexScape design which allowed me to respond to the agent. My focus will be FlexScape in the months to come to stimulate grp sales. I was fortunate to be at the right place at the right time to respond to an agent's call for assistance over the weekend. Agent claims we are the only company who calls on him and follows up as a matter of everyday business. This has been the first genuine compliment rec'd to my face--This will equate to sales. Will attempt to cover as much ground as possible to get territory into a profitable and growing area. This agent along with Keith Harrell, James Lloyd, and Dr. Beck Weathers kept my fire burning. I really connect with Mr. Lloyd-wish he had a series of recordings that could be listened to during down time or in car--this gentleman is dynamic and has a powerful message that hits my soul everytime.