



Neville Chemical Company 2800 Neville Road, Pittsburgh, PA 15225-1496

Tel 412 331 4200
Fax General Administration 412 771 0226
Fax Sales/Customer Service 412 777 4234

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Upon being promoted from the field and given the responsibility of managing a seasoned sales force, I realized that I needed help in the development of my management skills. It also became apparent that the team I inherited needed to be re-energized. Our company faced many challenges and it was painfully apparent that my team needed to become more effective in prospecting, developing and closing new business. Profound change needed to take place both in my approach and that of the people that I managed. I spent hours reading books, listening to tapes, attending seminars. I struggled in my attempts to implement bits and pieces of information that I thought would "create value" with our customers and improve the profits for our company.

Last year, I investigated several training options - including Peak Performance Management. From the very first meeting, the trainers from Peak Performance had me looking at my salespeople, at my customers and, more importantly, at myself very differently. I became aware of the things that I and that the other members of my team do that get in our way of success and how to develop strategies to overcome these weaknesses. These tools have definitely helped me to become a better manager and a more effective salesperson. This training has helped me hire better people and direct my team more effectively by setting meaningful goals that deliver results. Our company has made a dramatic improvement in our profitability in just one year. My personal direct accounts have grown over 20% at profit margins well above that of those reps not involved in Sandler training!

I am convinced that Peak Performance can help improve sales effectiveness in most any organization. I have referred friends and business associates to Peak Performance for the enhancement of their sales organizations. If you are looking to grow your business and improve your profits, I recommend Peak Performance to you also. You might be thinking, "it all sounds great but it won't work in my market or with my customers." Well, so did I. However, at every training session I see clients from a wide spectrum of businesses and selling organizations that face the same challenges and frustrations that I do. Tapping into this network of selling professionals provided me a wealth of ideas, experience and best practices which has encouraged me to try things that I never thought I could.

If you have the desire and commitment to become more a more effective salesperson and/or manager, I can think of no better experience than to expose your sales manager and selling team to the insights and techniques taught by Peak Performance Management.

If you would like to contact me directly, please feel free to call me at 412-777-4202 or by email at reclinger@nevchem.com. I look forward to seeing you in class!

Sincerely,

A handwritten signature in blue ink that reads "Bob Clinger".

Bob Clinger
Director of Sales
Neville Chemical Company