

Testimonial Quotes for Empower Partners:

Occupied Renovations (Atlanta, Georgia) Starnet Dealer

Our experience with Steve Hillis and Empower Partners has been excellent. Steve has provided business strategy consulting, leadership training, sales training and operations coaching for Occupied Renovations for the past 3 years and continues with coaching of our sales team and project managers today.

The 1 on 1 coaching program yields amazing results because of the third-party accountability and the unique coaching modules they provide. The results have been significant increases in profitability and vast improvements in selling skills and teamwork.

I would recommend Steve and Empower Partners to any company seeking professional advice, effective sales training or coaching.

Feel free to contact me if you have any questions on the above.

Sincerely,

Pat Reardigan

President

Occupied Renovations

Phone: 404-406-5876

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Tarkett

“In many ways, the Empower Partners Coaching Program has changed my life. Not only have I gained valuable sales skills, but I have developed within myself a confidence and positivity that influences my daily behavior and my professional and personal relationships.

Using the tools that my coach has given me to categorize sales accounts and plan an effective, long term call schedule has enabled me to work more efficiently, allowing me to see more customers and sell more. I am focusing on most of my time on the accounts with the most potential and my sales have increased.

The most valuable module to me personally was the Vision Board. Visualizing my ten most important goals on a daily basis made me accountable for reaching each and every goal, including those that I considered to be out of reach. By focusing on my goals, and committing to the coaching program, I not only achieved my sales budget, but I made President’s Club for the first time.

Through the coaching program, I have learned a great deal about how to respond to different personality types and handle conflict in a calm manner. The coaching modules on closing and positive thinking have all helped me to build confidence in my sales approach. Emotional control and confidence in combination with the various coaching modules on critical thinking and mental toughness have made me a stronger and more focused salesperson and a better problem solver, friend, wife and mother.

The Empower Coaching Program requires hard work and commitment, but the success that follows is unquestionable. The results achieved are worth every bit of effort.”

Nikki Karlin
Account Executive
Tandus/Tarkett
Solon, Ohio
216-272-0325

Carvart Architectural Glass Company (New York)

Coaching Reference:

I am really impressed with the coaching sessions from Empower Partners. I have been through coaching sessions with several other firms, and I must say that Empower Partners approach has been the most comprehensive and specific to what I need as an individual. There was so much available material that sessions were catered to what I needed to develop most at that time. From time management to making decisive actions, the coaching program has made me more effective on so many different levels. The sessions have changed the way I think, process and act on items, professionally and personally. I am happy with the progress I have made with my professional development and look forward to continue these invaluable sessions.

Consulting Reference:

Since Empower Partners have aligned with our company, we have seen many improvements. Our company is now leaner and quicker at handling what used to be tedious and painful steps for our employees and customers. We have streamlined and simplified processes throughout our organization. Our employees now have a clear and concise understanding of roles and responsibilities which has directly related to better overall operations and communication. Through a rigorous protocol overhaul managed by the Empower team, we have reestablished these new ways to conduct business. We continue to see compounding benefits from our new way of conducting business and our customer relations are ever-increasing. We are excited to continue developing our organization and will always be thankful for the effects that Empower Partners have had on our business.

CASEY BREWER

Carvart Architectural Glass Company

DIRECTOR OF ESTIMATING AND SOLUTIONS

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Mats, Inc

“Empower Partners Coaching has offered me the opportunity to strategize about what is most important in growing Mats Inc. business in Philadelphia. The coaching program has also helped me target the next steps and actions necessary to success quickly and sustainably.”

Briana Wright
Account Manager
Mats, Inc
Philadelphia, PA

Mats, Inc

“The book you sent me, “Take the Stairs” is nothing like anything I have read previously. It is inspiring and in plain language as a clear set of plans to action. Very happy to see Mats Inc enroll me in the sales coaching program and make this investment in my future.”

Robert Mitchell
Account Manager
Mats, Inc

Carvart Architectural Glass Company (New York)

To whom it may concern,

Our experience with Steve Hillis as a business consultant has been extraordinary and the deliverables have helped us face our challenges and improve our business. The business assessment and the interviews performed by Steve Hillis have given us the “voice of the customer” and this allowed us to focus on the right priorities to implement the changes needed.

The most impressive thing about our relationship with Empower Partners is that they not only helped uncover our challenges, they recommended solutions and then worked side by side with our team to execute the business plan. Steve Hillis led the consulting effort and went above and beyond the call of duty to give direction to our leadership team and insights into the changes needed to achieve better results.

The training and one on one coaching Empower Partners provides is unique and effective in getting people to push beyond their comfort zone and to hold them accountable.

I would recommend Steve Hillis and Empower Partners to anyone desiring to grow their business or improve their company culture.

Sincerely,

Edward Geyman, CEO. Carvart

Phone: 212-675-0030

Email: edg@carvart.com

Universal Metro Flooring (Los Angeles, California). Starnet Dealer

Our involvement with Empower Partners and the coaching program they provide commercial flooring companies continues to be an excellent experience. Steve Hillis provided a sales training session at our office in Los Angeles and covered several topics we were interested in for time management and improving our relationship building skills. Everyone learned from the training and we not only feel that our sales and operations teams picked up new information that helped our business right away, but more importantly prepared us for future growth.

We have been working with Steve and his floor covering team of coaches for about 6 months and the results have exceeded our expectations. Our key sales people are enrolled in the coaching program and they are learning how to prospect for higher margin business with new relationship building skills from their selling system. Our project managers and salespeople are learning how to manage their time better and increase productivity between sales and operations. The goal setting process to crystallize your goals on a daily basis is the best I have ever seen in my over 30 plus years of leadership. We have found the process of having a professional sales coach work with members of our team provides that extra measure of accountability to help our people grow.

I have personally been participating in the executive level coaching with Steve and it has been very helpful as I make plans for growth in my business. We have focused on my vision for the company, specific goals for me and how to communicate those with my team (on a whole new level), as well as improving my personal focus and income producing activities. Learning "Navigate for leaders" has been valuable for me to understand our team and customers. Now we are building stronger relationships and solving problems faster, things I could not have done just by doing the same processes I have done for years.

I would recommend the training and coaching from Empower Partners to any flooring company that desires to raise the bar for their sales team and staff. Investing in our people to improve their skills as well as reach their goals is one of the most important things we have done to grow our business and improve profitability.

If any questions on the above, feel free to contact me at 562-906-8484.

Sincerely,

Dave Triepke, President
Universal Metro Flooring
12253 East Florence Avenue
Sante Fe Springs, CA. 90670

Atlanta Flooring Design (Atlanta, Georgia). WFCB Dealer

As I told you, you are my “sales shrink” and it’s been very helpful this year to navigate through some of the rough waters in helping me attain my goals. My sales for the first 6 months this year exceeded my goals for the entire year! Currently, my bookings show that annualized I will more than double what I did all of last year.

Please let me know if I can every do anything for you.

Sincerely,

Ken Sachs

**Atlanta Flooring Design
3665 Swiftwater Park Drive
Suwanee, GA 30022**

DPM Flooring Maintenance. (Knoxville, Tennessee)

To whom it may concern:

Our experience with Empower Partners to provide sale coaching and training to our sales team was exceptional. Our sales team found the time with their personal coach encouraging and a highlight of their day. The training on time management and disciplined work habits is the best I have ever seen. One of my account managers stated, “ I run my day now instead of my day running me.” There is a noticeable increase in her productivity and reduction in stress.

They learned to use the navigate selling system to connect with prospects faster, to develop stronger relationships and to close more business. I feel like the coaching provided the training that my staff needed to get to the next level.

I would recommend Empower Partners coaching for anyone wanting to provide superior selling skills and discipline to their sales team.

Best regards,

Neal Peters, President

**DPM Enterprises, Inc
115 Hayfield Road, Suite B
Knoxville, TN. 37922
Phone: 865-692-8337.
Email: neal@dpmcare.com**

Tandus/Centiva Flooring

*While prospecting has always been a part of what I do, I have never had a system that holds me accountable for a certain number of **new business prospecting activities** in a week. It was after speaking with Steve about regular prospecting that I realized this approach is the answer for how to grow my business exponentially. Steve has provided a goal card to hold me responsible to a certain number of activities that are considered “success factors”. It will be valuable to have an accountability system to track these activities and continually challenge myself to do more. In past sales roles, activities were tracked in Sales Force and there was an expectation surrounding a number of certain types of activities in a week. Unfortunately, those companies didn’t prioritize **new business prospecting** and I believe that is the secret to continually acquiring market share. Tracking critical success factors would be a recommended next step for Tarkett sales leaders in holding their employees accountable with an emphasis on prospecting activities to find new business vs. a focus on maintaining current business.*

For the first time, I have a vision board. I have taken other courses that discuss the benefits of vision boards but had never implemented the idea. It helps to have this vision board next to my office desk so that I see it multiple times a day. It’s easy to get lost in all the demands of life and a vision board anchors me to my priorities; and therefore, decision making about where to spend my time and energy is easy because my goals are in focus. It’s, now, quite easy for me to say no to things that do not serve my goals. I also feel more determination now that my goals are written down and shared with others. In the past I have not written down or shared my goals for fear that I wouldn’t achieve them. I realize that by having goals documented I feel a sense of responsibility to achieving them because I always do what I say I am going to do.

Kirsten LARSON

Account Executive, **LEED Green Associate**

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Medicraft – Healthcare Products Sales Agency (Atlanta, Georgia)

“What impressed me the most with Empower Partners is that they have the sales process down to a science. The time that I have spent working with Steve is something that I will cherish for a lifetime - because it has resulted in something that will benefit me for just that long. Whether your sales force ranks #1 or #100 in your field, there is always room for improvement, and Empower Partners can show you how.”

Dustin Daley, Medicraft

Tandus Flooring/Tarkett

For me this coaching came at a perfect time. Since summer, two of my greatest mentors, both Anthia and Don left the region, so it was really helpful to have someone step in and offer help regarding the things that I CAN control while there's a bit of stress at the company. I am very grateful, so thank you.

Furthermore, the things that I am taking away thus far are the essential need for a true routine, the proper way to make sure I see all my accounts, time management, and certainly being more confident. In the next few weeks we will be coached on closing and asking for sales, so I imagine I will gain more confidence in these areas as well.

The coaching has inspired me to read 4 books this month on sales including
Take the Stairs
Sell or be Sold
Never Eat Alone and
The Power of Habit

All of which are teaching me invaluable things to grow my business at Tarkett. I look forward to seeing my growth this year and am incredibly grateful for the coaching.

Kasey Smith
Account Executive
Tandus/Centiva
A division of Tarkett

Gregory Ventures

I've worked with Steve Hillis for over 20 years and am constantly amazed at his ingenuity and sales acumen! The man can sell anything - and teach you to sell it as well! I highly recommend Steve and his organization Empower Partners for coaching your sales and executive staff.

Rick Gregory, CEO
Gregory Ventures, LLC
P.O. Box 297
Seal Beach, CA 90740
714-242-9502

SecurAmerica (Atlanta, Georgia)

“The sales training provided by Steve is truly game-changing. The focus of the training challenged our associates to strategically approach their daily schedules and interactions with clients and customers in order to maximize individual output and income.

Just the research phase alone opened my eyes to key areas of improvement in our business. They helped us make immediate changes in our business. The initial investment was well worth the findings report in an of itself. I cannot believe the things you found out about our sale people, operations team, leadership team and clients in 45 days. You guys are the best sales performance consultants in the world period!

The training has pushed our sales and operations team to be fearless, deliberate and positive. Most importantly, the training is helping us build the foundation for a cohesive culture at SecurAmerica”.

Frank Argenbright, CEO of SecurAmerica
Atlanta, Georgia

Tarkett/Tandus Floors

I have to say, I am very thankful to be included in the pilot program of the coaching experience. I have gotten so much out of it to date. There are so many things we've covered that I have gotten a lot out of, I've only included a few of them below.

Be better prepared/ Plan your day better

One of the first things I did with Kirk was an exercise that put critical thinking to our accounts – this really helped me understand the different type of accounts and potential these had. No longer using the A, B, C account labels but thinking of them as Key, Target, Maintenance and if I have time accounts. It has become a road map to being more prepared when new intros come out or just staying in front of our clients more consistently.

Put yourself in a better position to win/ Be more confident

There has been a portion of this training that has focused on personality types. It's been really eye opening to think of people in these certain categories. Especially personality types that are opposite of mine. It's made me consider that there are more influences on every one of our clients and customers and my approach has altered a bit. Overall, I think my confidence level has been good, but I believe this training has boosted my confidence level.

Asking for the order

This is an interesting topic. With A&D clients, typically, it's more of a soft ask for the order. As we were going through the Closing the Sale module I thought it was interesting to hear that I actually use a lot of the phrases with our clients and I didn't even know it. But now that we've gone through the training, I know I'll be much more aware of what I'm doing and have more confidence and conviction with these. I can tell you that Asking for the order for End Users is little different. But I think the boosted confidence level has helped me move to the next level with the End Users.

Sell more

Ultimately everything above will help with this topic. I think the sales training/coaching has come at the right time in my career. I've been selling to this market for 13 years now. It's given me a good avenue to expand my selling skills and keep things fresh for me.

Thanks again for offering this to me. I have enjoyed the coaching calls every other week. Honestly, I'd love to continue longer than a year with Kirk if there is enough content to keep going and be worthwhile for all parties involved.

Have a great week!

Erin Rink
Account Executive
Tandus/Centiva

Mats Inc

It has been an enlightening and informative introduction to goal setting which I believe is critically important to personal and professional success. I appreciate having a coach take the time to help me clearly define my goals and put a plan together to systematically review the goals to ensure success.

In addition to goal setting, I'm excited to work with my coach to discuss strategies to engage dealers and end users and promote MatsInc to translate into bottom line business. I'd like to learn more about effective ways to identify and target certain local enterprise accounts. I am also interested in learning how Empower Partners can help our team define "Our Story" as a leader in the flooring market and come up with a way to successfully deliver that message.

Thanks so much,

Ricky Husty, IIDA, LEED AP
Regional Sales Manager, GA & AL
MatsInc
Mobile: 404-710-7357
Office: 781-436-7515

Mats Inc

This program has provided additional insight as to how my reps are going to market as well as individual challenges they are facing. This has allowed me to make pivots in where to address potential issues that had otherwise been lost in the day-to-day shuffle.

The feedback I have received from the team has been positive and each rep agreeing that the goal setting portion was impactful.

My hope is that we can soon take the experience of the Empower Coaching Program and help the Mats Inc. reps better leverage our combined relationship with the dealer partners resulting in quantifiable revenue opportunities.

Josh Bradbard
Senior Vice President
Mats Inc.
Mobile: 301-233-9055
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Tandus Flooring

Although I was looking forward to Sales Coaching, I was a little hesitant as to why I was provided this opportunity.

I call it an opportunity because that's precisely what it has been to me.

Kirk is a tremendous coach! Not only does Kirk put you immediately at ease, he inspires one to want to learn, be better and to find success.

I feel more prepared, more confident, and certainly more inspired. I actually get excited to put the training into action after each call.

I love that Kirk can relate to the business that I am in and understands the issues. That's a huge bonus.

He has turned his experience and knowledge into very precise and logical sales training/coaching program in which to share with others.

The sessions are engaging and inspiring. Each call leaves you with a path forward to work on. I am improving many aspects of my sales process. I have improved my planning skills and am putting myself in a better position to win as a result his coaching methods.

Out of the gate, I definitely believe Kirk's training is equally important, if not more important than product knowledge. Don't get me wrong. Product knowledge is immensely important, but you can't do anything with the knowledge without the sales skills.

Kirk has simplified what can be an overwhelming task for some, into a step by step learning process, that can be put into immediate practice.

Kirk's Sales Coaching program should be available to all new sales employees, as well as many sales associates who have never had sales coaching.

I wish I had the opportunity to have trained with Kirk when I first ventured into sales!! Just imagine!!!

He really is a remarkable coach, mentor, leader, and I consider now a friend, (even though we have never personally met)

Debbie Palmer

Tandus/Tarkett Sales Person

Tandus/Centiva Flooring

I have been working with Kirk Williams over this past year. He has help me tremendously. He has shown and given me a system to help me stay focused on my customers as well as developing new customers.

I know that we spend a lot of money on training and want make sure the investment is worth it. Here is the best part of this program that I think is the smartest investment of this program. It allows you to work on and develop strategies specific to your market and personality. For the most part, everyone is at different points of their selling career. This program allows him to help you from the beginning, middle, or end of your career. It's like a choose your own adventure sales program that is based on your specific needs. We all struggle with different obstacles and Kirk is an outside perspective that help you see your way over or around those obstacles. Kirk is from our industry and knows our business. He has done our job. This is refreshing to have someone understand what we do everyday, and the complexity of the sale. He speaks our language which is so rare of any training that I have experienced.

Although the difficulties of this year has made the hard evidence of increased sales a reality. There has been growth.

Be better prepared - yes

Be more confident - yes

Asking for the order - yes

Plan your day better - yes

Put yourself in a better position to win - definitely YES!

This training will result in an increase of \$200,000 in 2019.

Brad Hatcher

Tandus Centiva | Tarkett Company

Account Executive

Tandus/Centiva/Tarkett Company

It has been a true pleasure working with Steve over the last couple of month. One of the first assignment I enjoyed was to create both Family Goals and Work Goals. I never really went through this process before but it seems to be working successfully in my career this year.

I like to share work situation with Steve and he will mentor me to develop them into a successful solution.

Another activity I enjoyed with Steve was “Navigating Styles” in fact today I was sharing the four styles with my son. I have been sharing this with several people because this is not only a way to navigate business this also can be used with family and friend on how to navigate through life in general.

Sincerely

Michael.S.Albert
Account Executive
[Corporate/Education/Healthcare/Government/Hospitality - Sales](#)

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Moda Floors and Interiors

Steve I would like to thank you personally for the recent sales coaching session at Moda Floors and interiors. I know for myself I had been “lost” in the sea of sales and have been looking for direction. Had no idea that a “sales” training meeting would have me SO excited about bettering my sales AND personal self as well as marriage. Thank you Thank you.

Thank you again and look forward to what’s to come!

Jon Waller
Project Consultant
Moda Floors and Interiors
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Jim Ellis Automotive Group (Atlanta, Georgia)

“When I first entered the coaching program, my desire was to improve my time management, prospecting, phone and closing skills. After learning the Navigate system of selling, I am now able to quickly identify the buying styles in the beginning stages of the sales process. This has led to me understanding my customers desires and assisted me in building stronger and more lasting relationships. The one on one accountability from my coach, Steve Hillis was just what I needed to get on top of improving my time management skills. I learned how to focus on my income producing activities and my critical success factors.

And last but not least, my coach worked directly with me to help me improve the weak areas of my closings. Now, I am confident and excited to close without feeling like the “pushy car salesman” and I know 5 closing techniques that are quick and easy to use.

I went from being an average producer to being a top producer thanks to Steve and I recommend this coaching program to any salesperson who wants to take their sales to the next level.

Justin Blinson

Hyundai Elite Star Certified Sales Specialist

888-698-1301

Nobel Clay Fitness Group

"Steve is the guy who makes learning the sales process a lot like eating a good dessert! Just plain enjoyable! He is able to guide with wisdom, knowledge, and encouragement, making him world class in what he does. I am thankful I was able to be blessed by his expertise and counsel! Thank you, Steve! Empower Partners will be skyrocketing in no time! Make sure you are on board with him."

Ben Davis, President of Nobel Clay Fitness

Keller Williams Realty

“I was very pleased with the results of my coaching program. I was able to grow my sales to the top producer level with our Keller Williams agency by using the prospecting and closing skills learned in the coaching program.

I achieved top recognition status in our KW region while in the coaching program with Steve and I found this program of accountability provided a good complement to the KW MAPS training program and I was able to implement those skills in a more focused way.

The training on the Navigate Selling System was awesome and this helped me learn how to communicate better with different personality types of people. I would highly recommend anyone in sales to enroll in this coaching program. I highly recommend Steve Hillis for anyone wanting to improve their time management and their selling skills.”

Yours very truly,

Joi Sherrill
Sales Agent
Keller Williams
Murfreesboro, Tennessee
Phone: 615-895-8000

Weichert Realtors

“Coaching so far has impacted my business in a number of ways. To start, I have seen a 137% increase in sales since we began! Getting on schedule and time management has been very helpful as well as improvements to the way I ask questions, listen and guide my clients. To anyone considering coaching, I highly recommend it. “

Christa Hughes
Weichert Realtors – The Andrews Group
Nashville, Tennessee

State Farm Insurance

“Five of us went through the coaching program and had success with different parts of it. I cannot speak for the other guys but Steve helped me with dealing with fellow co-workers and making them a part of the team. Also we worked on referrals, which helped grow my business and personal relationships. One of the better conversations was about the “Navigate system” and how it helps to read people and work with different personality buyers”

Chris Pettis

State Farm Insurance

1075 Peachtree Street, NE

Atlanta, GA 30309

Cell: 678-522-5027

Allstate Insurance

“Please accept this letter as a recommendation for Steve Hillis. From our initial telephone conversation, I have always felt that Steve was attentive and caring to my specific needs. During our time together, I have evolved into a more confident and assertive person. Steve’s attention, kindness and patience set him apart from many other trainings I have had. I was always very eager to apply the new techniques that we discussed. I truly enjoyed working with him this past year and gained new insights and information around developing my selling skills, improve my time management, dealing with conflict in the office and navigate buying styles to develop stronger relationships. In fact, he was the first person in my life to tell me “he believed in me” and those words often get me through the negative self-talk that can cripple you. Steve’s professionalism, knowledge and flexibility was a breath of fresh air in a sometimes hectic and demanding environment and I would highly recommend him as a sales consultant and coach.”

Melanie Marie Little

Allstate Metairie, Louisiana

MatsInc

The Empower Coaching program has definitely been a great experience. This type of coaching and focused planning (really branding yourself and giving structure to your goals) has been something I have looked for.

It's great to have this kind of value and investment put into an employee. This is helping me focus more on my goals and how to reach them. I am looking forward to continuing the work with you.

Monika King
Account Manager
MatsInc

State Farm Insurance

"I really do appreciate all that you have taught our team members and myself. I hope we can put it all to good use in our everyday lives. Thanks for all you do Steve!"

Sarah Gaddis
Office Manager
Dan Combs State Farm, Dalton, Georgia

Byars Wright Insurance Group

"The in- field shadowing and training by Steve Hillis has really helped our producers with their selling skills and time management. The critical success factors have brought a whole new level of focus and disciplined work habits to our team. Our salespeople learned to use the Navigate Selling System to connect with prospects faster and to develop stronger relationships. The coaching program helped all of our sales producers improve their sales skills, their self-motivation and this gave us extra accountability to break out of our comfort zones. I would recommend this coaching program to anyone wanting to provide superior selling skills and discipline to their sales team."

Haig Wright, II, President
Byars/Wright Insurance
Jasper, Alabama

MatsInc

“I have had the pleasure to work with Empower Partners (Bob Broda) and we worked on a navigation plan to help me success in my role as an A&D rep at Mat’s Inc. He and I have had many informative conversations that have allowed me to think outside the box and have enlightened me to be a better salesperson. His ability to listen to me and my concerns have also helped me build a strategy to tackle any challenges I may face in my role. Bob is kind, warm, knowledgeable and insightful in his approach and has been a great mentor. I have enjoyed being part of this coaching program and learning more about my personal/professional selling style and feel that I am better off having worked with Bob. I enjoyed reading the book, “Take the Stairs” and creating a vision board as well. Both have allowed me to create goals that I hope to achieve in 2020. It’s been a fantastic experience and look forward to seeing what 2020 has in store for us!”

Mona Kumar

Architectural Sales Consultant

New York City Territory

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State Farm Insurance

“I will tell you that this is the first time I have had a personal coach and now I see who all the big producers have coaches. The training has provided me awareness of all of my weaknesses and strengths. You have laid the foundation to my professional career. I have learned so much from this program. I have my vision board hanging high and am learning to speak a little slower. Thank you for mentoring me in how to handle myself in the business world and on a personal note, this training was very beneficial to me because I didn’t grow up with a father and a lot of the sessions were like a father telling me what to do to succeed in life. So I thank you from the bottom of my heart and I will use this training and forward it on to my kids as well.”

Roy Alvarran

Dan Combs State Farm Insurance

Dalton, GA

Filter of Hope

“This year, you were my Mordecai, who was in the background, whispering the things I needed to hear to keep me going with the things God has called me to do. While it has been great, the things you have taught me from the training modules: Navigate, asking for referrals, how to track my work performance, these are invaluable but the even greater things have just been the friendship and the wise words given to me when I’ve been so frustrated, confused and unsure what was happening around me. You have always had the ability to bring me back to center and keep me focused on what matters most. I will always lean on the lessons you shared, focus on what I can control, use positive self talk, and ask wise, well timed questions.”

Don Johnson

Account Executive

Filter of Hope

Tuscaloosa, Alabama

Byars & Associates Insurance Agency

“Our firm started working with Steve in May of 2013 and he has been great to work with. He is professional, positive and a leader. Our company has gained valuable sales knowledge since working with Steve. I would recommend Steve to anyone interested in improving their sales.”

Andy Byars

Vice President

Byars & Associates Insurance

Jasper, Alabama

Mats Inc

“Our coaching sessions have been incredibly rewarding because your counsel and years of experience in the flooring industry, couple with the Empower Partners Navigate program are a great formula for success. I am certain that the time we have spent will continue to pay dividends for the rest of my career. Thank you very much and hope our relationship continues!

Robert Mitchell
Architectural Specialist
Mats, Inc
Cell: 213-817-0899
Direct: 781-436-7526

Comdata

“I want to thank you for all that you have done for me and especially for being an unbiased sounding board. It was extremely refreshing to get your thoughts on the management challenges that I face each day and I really appreciate you challenging me to think outside the box. IT has definitely made a difference in my daily approach and I would guess that my reps would support that statement 100%.”

Todd Beadles
Vice President
Comdata Corporation