

### Sales and Exec Talent Newsletter November, 2009

You are receiving this newsletter because I like to keep in touch with talented people.

Since you may know some of our Associates, you also may be interested in what results we've had finding work for good people over the last couple of years.

#### **Connie Nason:**

 NEW LEAD FEE WINNER: Connie will collect at least \$6,720 for about four hours work. She pointed us to a new client and introduced us to the decision makers by conference call. THIS WORK RESULTED IN \$5.5 MILLION OF NEW BUSINESS WITH A FORTUNE 100 MANUFACTURER CLOSED IN LESS THAT 60 DAYS.

### Pete Larson:

- **LEAD FEE:** Pete holds the old record for us in collecting lead fees. He earned about \$4,500 for about 5 hours worth of work!
- FOCUSED PROSPECTING: Pete did some excellent work for a client as a "hired gun" sales person. In 90 days, he built a \$9 million pipeline of prospects. Pete did an exceptional job of finding prospects in a focused niche where the merchandising company was competitive and could sustain good margins.
- VP BUSINESS DEVELOPMENT: Pete accepted a full time position with another merchandising company a couple of months ago. (Pete found this opportunity on his own.)

# Harold Zabrosky:

• **LEAD FEE:** Harold earned about \$3,000 for 4 hours worth of work by just giving me the name of a motivated decision maker!

# Chris Selle:

- WORKSHOPS: Chris has taken a lead role for us in 4 workshops.
- **OPERATIONS IMPROVEMENT:** Chris did excellent work for one of our clients in a three month operations improvement assignment.
- **INTERIM AND FULL TIME CEO:** It only took two weeks from Chris's first meeting with our client for him to be selected as interim CEO. He is now permanent CEO for this company.

## Doug Kent:

- **HIRED GUN ASSIGNMENT #1:** Doug built a \$13 million pipeline of prospects in just 30 days for this client.
- HIRED GUN ASSIGNMENT #2: Doug just completed a 5 month engagement for another client where he built a pipeline of prospects exceeding \$30 million. The client wanted to hire him full time, but was out bid by another of our clients.
- **SENIOR SALES EXEC / BUSINESS DEVELOPMENT:** Doug accepted a full time position with another of our clients on a one year contract.
- VP BUSINESS DEVELOPMENT for Merchandising Services Company: We placed Doug with this client because of the client's focus on Grocery retailers

# Todd Ernst:

- WORKSHOPS: Todd played a lead role for us in 3 workshops.
- HIRED GUN ASSIGNMENT #1: Todd got our client off to a quick start on some sales activity, despite having only two weeks to work on the project. He laid a foundation that Pete Larson was able to pick up and run with.
- **VP BUSINESS DEVELOPMENT:** Todd accepted a full time position with another merchandising company in January of 2007. (Todd found this opportunity on his own.)

### Les Carr:

• WORKSHOPS: Les played a lead role for us in 4 workshops.

#### Stan Howe:

- **HIRED GUN ASSIGNMENT #1:** Stan did a great job for us with our primary client. Closed one new strategic account, right on the edge of closing another, plus a full pipeline in just 6 months.
- NATIONAL ACCOUNT EXEC: Stan just accepted a full time job with one of our other clients. He will be helping them bring focus and differentiation to their already excellent work.

# Paul Gill:

- **HIRED GUN ASSIGNMENT #1:** Paul closed four new accounts, some strategic, plus built a full pipeline in just 6 months.
- VP BUSINESS DEVELOPMENT: Paul was just hired full time by one of our clients.

#### Melissa Straun:

• **INTERIM AND FULL TIME CEO:** TIA placed Mike as interim CEO and ultimately full time CEO of a software company on the West Coast.

## **Dick York:**

• INTERIM CONSULTING ROLE PRIOR TO NEW SENIOR EXECUTIVE RESPONSIBILITIES: TIA placed Dick in a consulting role where he could wait out his non-compete. The role gives Dick a chance to grow in other skills plus prepares him for another senior executive role. THIS WORK RESULTED IN **\$5.5 MILLION OF NEW BUSINESS** WITH A FORTUNE 100 MANUFACTURER CLOSED IN LESS THAT 60 DAYS.

#### **Chuck Ollar:**

 INTERIM CONSULTING ROLE PRIOR TO NEW RESPONSIBILITIES: TIA placed Chuck in a consulting role where he could wait out his noncompete. The role gives Chuck a chance to grow in other skills plus prepares him for another substantial role. THIS WORK RESULTED IN \$5.5 MILLION OF NEW BUSINESS WITH A FORTUNE 100 MANUFACTURER CLOSED IN LESS THAT 60 DAYS.

### **Cindy Pei:**

# • NEW SENIOR ROLE FOR MERCHANDISING SERVICES COMPANY:

TIA placed Cindy in a role where her responsibilities are increased and she can make a substantial contribution to her new employer. THIS WORK RESULTED IN **\$5.5 MILLION OF NEW BUSINESS** WITH A FORTUNE 100 MANUFACTURER CLOSED IN LESS THAT 60 DAYS.

We have been busy finding good work for talented people.

If you have a moment, let me know what you are up to and what kinds of work you are interested in -

Regards,

Tom Ingram 972-394-5736