

## **Alleer Training & Consulting Testimonials**

### **Eric Newman, Director of Human Resources, Philadelphia Eagles**

"We reviewed the level and type of training that would deliver the most impact to our organization. Given our tremendous growth, breadth of positions and time constraints we needed training that would provide immediate as well as long term gains. We considered a wide field of training and consulting firms to meet these needs and we choose to go with Alleer. Alleer provided us with easy-to-implement techniques on managing priorities, staying focused and maintaining balance between professional and personal life. Steve's presentation skills are outstanding and the content of his program is the best in the industry."

### **Stella Jastrebski, Corporate HR Manager, Keystone Foods**

"I cannot find the words that relay how impressed and satisfied I am! Absolutely the best leadership development training we have ever offered our leaders. We use The 3 Levels of Leadership model everyday and the Dead Moose has become a part of our culture and the way we communicate. I am in awe of your talent and completely impressed with your professionalism. I truly look forward to a long and lasting professional partnership."

### **Ron Simpson, VP of Sales, McKesson Medical Surgical**

"Steve McClatchy is an outstanding sales trainer. Steve's sales methodology is extremely unique and is filled with insights that are practical and dead on relevant. If you are lucky enough to work with Steve you are in for a truly fantastic sales training experience."

*(McKesson is currently ranked #15 of the Fortune 500 and #42 of the Global #500.)*

### **Will Spruance, Sr. Director, Comcast**

"We asked Steve McClatchy to be the keynote speaker this year at our annual sales meeting. We were looking for a speaker with a great blend of content and delivery and he more than met our expectations. Steve will challenge you and your organization to look deeper into how you prioritize your time and make decisions. He will also deliver his message in a way that keeps you engaged and entertained. In the past we have had everyone from Olympic athletes to celebrities speak at our annual meetings. While these speakers were enthusiastic and told nice stories, they typically did not convey content in a compelling manner that was relevant to the needs of our audience. If you are looking for a keynote speaker that will not let you down then look no further!"

### **Yvette Ballantyne, Meeting Professionals International (MPI)**

"Steve presented at the Meeting Professionals International's World Education Congress in Miami Beach, FL. His topic was Consultative Selling Skills. Steve's session was filled to room capacity and scored highly with our attendees. The following are some of the remarks from his session attendees: 'Best session I attended at the World Education Conference this year,' 'This was one of the most impactful, & well presented seminars I have ever attended. Steve's energy was incredible,' 'Speaker was fantastic,' 'Could listen to him for hours LOTS of great material,' 'Come back next year!'"

**Charles Miller, Chair, Vistage International, Inc.**

“Great workshop with our CEO group! Your evaluation scores averaged 4.8/4.9 on a 5 point scale: Doesn’t get much better than that. One of the long time members commented that yours was one of the very best presentations in his 18 year tenure. Everyone enjoyed your delivery and appreciated your content. You can expect follow-up assignments from our members and should enjoy presenting to many more Vistage groups. Thanks for providing us with such a valuable day.” *(Vistage International is a network of CEO’s with approximately 14,500 members in 16 countries.)*

**Jill Matherson, Deputy CFO, IKEA**

Alleer’s program goes well beyond traditional time management programs and focuses on your ability to make effective decisions. Decisions that create better work-life balance, improved productivity and greater results.

Alleer’s approach is comprehensive and practical and Steve’s style will keep you engaged from start to finish. If you are looking for a professional speaker that your employees will find credible, entertaining, passionate and fun you have found your resource.”

*(In 2009 IKEA was named one of FORTUNE Magazine’s “100 Best Companies To Work For” and Working Mother’s Magazine’s “100 Best Companies for Working Mothers.”)*

**Joel Korte, Divisional VP, Brickman Group**

“I have already been told by many that it was the most powerful and helpful sales training they have EVER received. It was dynamic, easy to follow and very applicable to our business. Most importantly, you took the time to understand our business and tailor this training to our unique challenges. I can’t say enough about how well you did Steve, thanks for sharing your expertise.”

**Kathy DeMarco, Executive Director, FPDA –  
Serving Fluid Power & Motion Technology Distributors**

“Steve, I just want to thank you for the terrific job you did for our association’s fall meeting in Chicago. The Young Executives Networking Luncheon program, as well as the keynote you did immediately afterwards, are being rated “Excellent” across the board by our attendees. You did a great job in providing practical ways of managing time and tasks no matter what tool or technology an individual attendee may employ in the process, which completely avoids any appearance that you promote a particular program or tool--an important consideration for a trade association presentation.

I was fortunate to have seen you present a similar program at the NAW meeting in Washington DC early this year, so was confident in hiring you for FPDA’s program--but still delighted to receive such rave reviews! It was truly a pleasure to work with you, and I look forward to working with you again, soon!”

**Kelly Knowles, Director of Political Affairs, American Bakers Association**

“Steve, you did an outstanding job with your presentation to our ABA Executive Leadership Development Committee in Washington, D.C. The feedback from your speech has been off the charts. We were so impressed with your delivery, stage presence and ability to keep everyone engaged so late in the day. You are awesome at what you do and one of the best professional development speakers I’ve ever heard hands down. Thanks again for a great presentation.”

**Suzanne Pine, Executive Vice President, IAAMC**

“Thank you for your contribution in making the IAAMC Annual Convention a huge success! We have received an overwhelming amount of positive feedback from everyone who attended your kick-off presentation on Time Management & Personal Leadership. We’re really glad you were able to fit this opportunity into your schedule. Thanks again for your role in making this year’s meeting a success!

**Tom Baroody, Director Of Sales, Nestle Purina PetCare**

"We had Steve deliver two half-day seminars on Prioritizing, Balance & Personal Leadership at our Eastern and Western regional sales meetings. Steve's material is very practical and easy to understand. His sense of humor and real life stories kept the audience excited and involved during the entire session. I would recommend this course for any organization looking to empower its people. One of the best seminars I have ever attended."

**Kirsty Hosea, Director, Corporate Relations – MBA Programs  
Fox School of Business, Temple University**

Steve McClatchy has the unique ability to reach people on a personal level. Steve presents to our Full Time, Professional and Executive MBA Students here at Temple with outstanding reviews. He was one of the most highly rated presenters at our MBA Alumni Leadership Conference and I would unreservedly recommend him. Steve’s approach is unique, his energy and enthusiasm are refreshing and his content is relevant to audiences of all levels.

**Adam Schall, Supply Chain Finance Controller, Wawa, Inc.**

"Wawa, Inc. is a chain of over 540 convenience stores with locations in five Mid-Atlantic States and we service over 300 million customers each year. Effective time management skills are critical to the success of our business. We hired Alleer for combined time management and Microsoft Outlook training and the feedback was so positive we have incorporated the program into Wawa University. The concepts and skills are taught in a dynamic, fun and interactive setting, not a lecture format. The Microsoft Outlook tips and shortcuts will help both novice and experienced Outlook users to immediately become more productive. This program is a great investment for any organization considering time management training."

**Jack Sproat, VP of Sales, Advanced Office Environments**

“We asked Steve to customize a time management seminar specifically for our sales executives. We asked for time management 202 not 101. Steve’s program received a 10 out of 10 from every participant that attended. There was not one part of the seminar that did not add tremendous value. If you want your sales executives to waste less time and spend more time selling you won't regret working with Steve.”

**Vince Mazella, Director of Training & Org. Development  
Crozer Keystone Health System**

“Steve McClatchy of Alleer Training has delivered time management training for our organization as part of an ongoing “personal effectiveness curriculum” targeted for all staff. Not only has he been effective in helping our learners to understand and adopt key tactics and attitudes for efficient management of one’s time and priorities, but his spirit and commitment to the topic have served to energize those who attended his workshops.

Needless to say I’ve been impressed with his professionalism and particularly his lively communication style. His knowledge of, and commitment to, the subject matter is quite evident. The vast majority of our diverse audience seemed to clearly admire the quality of his preparation as well as his skill in delivering the message.

Feedback on program evaluations consistently confirmed these same sentiments. In measuring the quality of this training, Steve has consistently received excellent ratings on measures of knowledge/credibility, presentation skill and style. In addition, just about all participants felt their time in class was extremely well spent. A sampling of participants’ comments included: “I appreciated your passion and enthusiasm, made it fun; nicely done...never got bored; gave me good ideas to improve my planning and workload...that in turn will make me a better employee—and mom; very dynamic and easy to follow.”

I have no reservations recommending Alleer (and Steve) to any other organization that needs to be a bit more competent on this topic. Kudos!"

*(Crozer-Keystone Health System is comprised of over 1,100 physicians and 6,800 employees that serve a population of nearly 1 million residents in Southeastern Pennsylvania and Southern New Jersey.)*

**Patty Marrero, Phoenix Contact**

“The feedback I have received from your ‘Building Trust, Resolving Conflict’ presentation has once again been phenomenal. People feel more confident addressing their "Dead Moose" and have shared with me how easy to implement and practical they believe your content to be. I am very thankful that we have partnered with you. Our corporate culture is very relationship-based. Your personality, along with the knowledge you share, exemplifies our culture and for that, you are a true asset to our business.”

**Elizabeth Hilla, Health Industry Distribution Association (HIDA)**

“Steve McClatchy is one of those few, exceptional speakers that you can count on to deliver every time. His energy is amazing, and his content is fresh and strong. He has spoken for multiple HIDA members on topics including Time Management, Leadership, and Sales. He always gets top ratings and comments from attendees such as ‘Bring him back,’ ‘Steve rocks,’ and ‘very relevant.’ ”

**Annette Snyder, Director of Human Resources, San Francisco 49ers**

“Alleer’s Interpersonal Leadership and Team Leadership programs are absolutely outstanding. These programs provide easy-to-understand material and immediately transferable skills for every level of supervisor or manager within your organization. This coupled with Steve McClatchy’s excellent presentation skills will keep even the most discerning audience engaged and wanting more. I highly recommend Steve for any organization’s Leadership Development needs.”

**Janine Budzius, General Manager, Philadelphia Country Club**

"Alleer's Time Management/Microsoft Outlook seminar was one of the most effective development seminars we have ever offered our employees. Steve’s seminar was fun, energetic and full of great insights and ideas. Having attended many of these types of programs in the past this was by far the best of its kind. I highly recommend this training to any organization that would like to have employees that are more focused, better balanced and more productive."

**Kimberly A. Fink, Director of Training, American Cancer Society**

“The training and development of our staff and volunteers is one of the most important investments we make in our fight against cancer. We have adopted a customized version of Alleer’s Business Leadership program into our Pennsylvania Division University curriculum. You will find few presenters that deliver such practical content on leadership, coupled with the passion and energy that Steve delivers.”

**Vince Stovall, Director of Student Activities, Marymount University**

”I want you to know the students thought your workshop was an excellent way to kick off the conference. We made references to your presentation in almost all the other sessions. You are as motivational as your material and you brought the topic of leadership to life in a way that the students truly enjoyed. You came highly recommended and you met our every expectation. I would recommend your presentations to any college or university looking to develop its student leaders.”

**Rick Slack, Executive Vice President, LF Driscoll Co.**

"Your presentation to my employees at our annual meeting far exceeded my already high expectations. Feedback I have received has been nothing but positive. "The best speaker we have ever had' is a comment that has been passed on to me several times. We will do business again. Thank you!"

**Joe D. Kilman, Superintendent, The Brickman Group**

“I really enjoyed your seminar in The Woodlands, TX. You were a very energetic, outgoing, and enjoyable speaker, who not only dazzled the group, but delivered a very powerful lesson in a very short period of time. I just have to say, THE SYSTEM WORKS! Obviously you already know that, but it has had a significant impact on me personally. It has reduced tremendous amounts of stress in my life and made me more productive. Thank you, for sharing your knowledge in a way that was easily received, and very easy to learn and apply, it has been saving me from many problems and forgotten tasks. I can easily say that my time is now much better managed.”

**Mike Smyth, President, Great Britain's (Saab, Jaguar, Land Rover, Ford)**

"In today's automotive industry customers have so many choices. Our ability to align our products and services to the needs and expectations of our customers is the difference between customers choosing us or going elsewhere. Alleer's leadership program clearly defines the difference between leadership and management and takes leadership from theory to practical application. From building trust to making better business decisions, this training includes skills that can be used everyday. Steve is one of the most dynamic and passionate speakers we have ever had deliver training to us and we are highly recommending him to others."

**Steve Schmader, CEO, International Festivals & Events Association**

"The IFEA is an association of 3,000 members from 36 countries comprised of event and festival planners from organizations such as Walt Disney, The Macy's Thanksgiving Day Parade and Churchill Downs and the Kentucky Derby Festival. We have had Steve McClatchy deliver keynote speeches and breakout sessions at our conventions over the past four years with rave reviews. Steve's speeches are consistently the highest rated speeches at our conferences. If you are an association that wants to improve the value you offer your members through improved presenters, Steve is a terrific choice."

**John Dewey, President, Dewey Homes**

"We first asked Steve to address our company on the topic of time management and his training was outstanding. We then asked him to be the keynote speaker at our Trade Contractor's Conference and we are still getting great feedback about the leadership speech he delivered. Whether a speech or full-day seminar with Steve you can be sure it will be dynamic, thought-provoking and engaging."

**Jim Vanstone, Vice President of Sales, Philadelphia 76ers**

"Great topic with a great instructor. We can all improve the way we manage our time and Alleer's Timeline program is packed full of great ideas, tips and practical advice. The way our sales professionals manage their time is directly related to the success of our organization. We worked with Steve a great deal on what we wanted the program to accomplish and he did an excellent job. We are strongly recommending that this seminar be offered to every team in the NBA."

**Karen Klein, Vice President, Aegon Direct Marketing Services**

"Developing leaders is a process every organization needs to take seriously to ensure its success through all kinds of economic markets. Alleer's leadership program addresses development on three levels to help people identify themselves as leaders and make good decisions in a variety of situations. The program was motivational and effective, a great choice for any organization that values its leaders."

**Kevin J. Barrett, Certified Public Accountant, Preston Barrett LLP**

"Using the time management techniques learned at your seminar, I figure I have improved my productivity by at least 16% (1 hr/day). Billing at \$160 per hour; that's an additional \$36,000 annually. If I use this to fund my pension for the next 10 years and the funds grow at 9% this will result in an additional \$546,945 toward my retirement, less the \$225 I paid for the seminar. So it appears that I will be up about \$546,720. That is what I got out of your seminar. Thank you!!"

**Bob Ketterer, Partner, Barnett International**

"Steve's knowledge of selling custom solutions is exceptional. We intend to have Steve train and develop all of our sales and delivery consultants over the next year. If you are a service based organization and you are looking for a solid approach to new business development and client acquisition, Alleer's Consultative Selling Skills program is a great decision."

**Jim Alexander, Director of Sales, Pittsburgh Pirates**

"We use Goldmine as our contact management software and time management tool. Steve did a great job of understanding our challenges and he customized the time management seminar to meet the specific needs of our sales organization. Daily planning, prioritizing, improved contact management and overcoming the time wasting "send information" objection are just a few of the ideas that have helped us a great deal. I would not consider this a basic time management program but rather a holistic approach that helps you to be more successful both personally and professionally."

**Victor Bergonzoli, President, Dartfish USA**

"Alleer's Consultative Selling Skills methodology has become our call plan for every sales call. It has significantly improved our ability to ask questions, listen effectively and build relationships. It is full of solid selling principles and best practices. This methodology is for any organization ready to take their customer relationships to the next level."

**Peggy O' Kane, President, National Committee for Quality Assurance**

"Alleer's leadership training was just what the doctor ordered for NCQA. Steve is a dynamic trainer and his framing of the issues is elegant in its simplicity. Our executive leadership team came away with very clear ideas about how to enhance our individual development, our interpersonal dynamics, and our effectiveness as a team. The ideas he presented have become a part of our culture and our lives."

**Brenda Taylor, School District of Philadelphia, Office of Specialized Services**

"Please permit me to take this opportunity to thank you for the staff development sessions you provided to the administrators and directors in the Office of Specialized Services. Your training on understanding relationships and what strengths and needs individuals bring to working relationships have proven to be invaluable. My administrators now understand when personal adjustments need to be made in order to move an initiative forward. Your training has also helped to improve the overall climate in our office. I look forward to consulting with you in the future for additional trainings."

**Margaret Luberda, Senior VP of Human Resources , Julien Studley**

“We had Steve come and speak to our commercial real estate brokers at our annual Summer Conference on the topic of time management. In only one hour he provided them with insights on prioritizing, being proactive, managing interruptions and how to stay focused on selling. With some of our brokers questioning whether time management should be a topic at the conference nearly every participant at Steve’s speech asked to attend the full-day seminar. We plan on having Steve back for next year’s conference as well.”

**Gary Koerner, Executive Vice President, Home Builders Association**

"Steve McClatchy far exceeded all our expectations as a keynote speaker for our membership's dinner meeting. His presentation was very professional, dynamic and highly interactive. Our audience consisted of industry professionals and principal owners of homebuilding companies. We asked Steve to deliver for us and we were extremely pleased with our membership's highly positive reaction. If you're looking for an outstanding speaker, I highly recommend Steve McClatchy."

**Effie Jones, Delaware Economic Development Office**

"Your training on time management and Microsoft Outlook has been a wonder tool. Since your seminar I have used the Out of Office Assistant, Junk E-mail, E-mail Folders, Future Delivery Option, Changed the Subject Line, Distribution List and customized my task pad. In other words I've done it all. In addition, I have been right clicking and moving my emails to my folders, and e-mailing tasks to others. I think you have created a "Microsoft Using Monster." I used to look at all of these icons and felt helpless, but with your training I am so much more effective. Thank you so very much."

**John Panaseney, Executive MBA Program, St. Joe's University**

"I am writing this morning to let you know that once again your seminar on Leadership and Time Management was a huge success. Our Executive MBA students consistently rate you as one of the most valuable components of our Executive MBA Orientation. They find both the insights and energy you bring to the material to be very special. Your ability to synthesize leadership with day to day tasks is innovative yet extremely practical.

As you know, our students embark on an important journey that will change their lives, and from my perspective, your workshop truly sets the tone for it. Please do not hesitate to use me as a reference as I am a true believer in the work you do and impact it has on our students."