



Rob Salisbury B.Com., CSP

• Key Note Speaker • Corporate Sales Trainer • Workshop Facilitator • Presentation Evaluator • MC / Host • Business Builder • Strategic Alliances

Sales Testimonials

What clients have said about Rob Salisbury as a Sales Trainer



Dennis Wee Realty

Thanks once again for your 'Advanced Closing Strategies Workshop' you presented in our office in February.

Your program proved to be popular with more than 60 of our real estate associates turning up, even when it was two days before our huge Lunar New Years holidays in Asia. This underscores the interest level on the topic of closing skills and of course, our associates were rewarded with a great presentation from you.

**Dennis Wee, President
Dennis Wee Realty Pty Ltd, Singapore**



Bell River Homes

It has now been just over a week since we had our 2006 dealers conference in Parramatta and with it, the time to reflect on what we have accomplished.

Some of our top people have been with us for many years and seen just about everything. We are experiencing a major shift in our team, many of whom had been 'waiting' for a change. Their new enthusiasm and activities are already making a huge difference on many fronts.

**David Ryan, General Manager
Bell River Homes, Orange NSW**



Cable & Wireless Optus, Melbourne

Thank you for the eight-session sales training program you conducted for my team through March, April, May and June.

As you know our results for April were excellent, 159% of target. The good news is that May was even better with my team achieving 192% of target.

**Katherine Smith, Group Manager
Cable & Wireless Optus**



Milton-Ulladulla Chamber of Commerce

We had been expecting 30-45 members and guests to turn out for our May members night where you were our guest speaker.

Imagine my delight when the numbers of confirmed attendees rose to 75 the day before. We had to turn five away on the day because the venue and dinner program would not hold any more people.

We have never reached maximum attendance before. To tell people NOT to show up for a Chamber of Commerce Dinner event was a new experience. The night was a complete sell out.

**Matt Dell, President
Milton-Ulladulla Chamber of Commerce**



Cable & Wireless Optus, Sydney

This is to bring you up to date on the impact of your six week training program. We had a record-breaking month in January, traditionally our slowest month of the year. My team achieved 163% of budget and they did it in December knowing that their individual targets would be higher in January. We are enthusiastic and working well as a complete team.

**Joshua Blain, Group Manager
Cable & Wireless Optus**

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To subscribe to Rob's free e-mail newsletter or to discuss booking him as a MC at a future event, contact him through Strategic Resources International Pty Ltd.



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U.S. Department of Commerce

Dear Rob, Thank you once again for leading the 'Understanding Your Clients' workshop during our All Hands Strategy Meeting for Commercial Services, Australia and New Zealand. I can with all honesty state that your session was the most thought provoking and motivating workshop for our entire team.

Beryl Blecher, Senior Commercial Officer, Sydney
U.S. Commercial Service
U.S. Department of Commerce



Workers Compensation Solutions

We were delighted to invite you back to facilitate our sessions for the second year and once again, you did not disappoint us. The feedback and encouragement you gave to our team has resulted in a bumper four months of sales opportunities identified and converted by our consultants. As a result, our business is flourishing.

Morag Fitzsimons, Director
Workers Compensation Solutions, Burwood NSW



American Chamber of Commerce

On behalf of the Board of Directors, I would like to thank you for presenting to our 120 members at the Four Seasons Hotel on *Strategic Referral Marketing*.

Several members have called us and thanked us for organizing this event and made very positive comments about the informative insights that you provided.

Anthony Howard, General Manager
American Chamber of Commerce Australia Sydney



BOSCH

Bosch Automotive

Thank you for inspiring and motivating our 60 plus delegates at our Annual Dealers Conference. Your morning session message impacted the dealers so strongly, that they encouraged their spouses to attend the afternoon session called 'You Have a Business, Now Get a Life.'

Over 85 people were there and they rated this event as the best program our dealers and spouses have ever attended.

Bruce Walker, Chairman
BOSCH Automotive Service Dealers Network



Twin Fashions, 'His & Hers'

Your new promotion and marketing ideas tailored to our business have brought impressive attitude changes and new revenue results. Twin Fashions has just celebrated seven months of back-to-back sales growth - our largest sales months in our six year history.

Libby Geen, Managing Director
Twin Fashions, 'His & Her' Retail, Kiama NSW



Dymocks

In talking to a colleague about you recently, I called you a "Motivational Technician" a person who specialises in the practical science of getting individuals to believe in themselves and achieve incredible things.

Craig Scutella, CEO
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