

Jack Karhu Bio

Manard Warren and Associates is recognized as one of the nation's foremost experts in Sales Call Reluctance® training and increasing salesperson productivity. **Creator of the Prospecting To The Top™ training program, Manard Warren is recognized as one of the nation's foremost experts in executive-access training for sales professionals.**

Our company specializes in sales and sales management training, training delivery, training design and development, talent assessment, recruitment services, coaching and train-the-trainers.

Manard Warren and Associates has been in business for over 17 years and partners with companies to help them increase sales productivity and new business sales. Clients include Verizon Wireless, Automatic Data Processing, Time Warner Cable, and Yahoo! HotJobs, to name a few. We find a fit when there is a challenge to motivate the sales force to initiate new contacts (i.e., prospect) more often and more effectively.

According to our clients, for every program we deliver we generally see a 30% increase in new sales appointments per week. Please check out our Results page on our website for more details:
www.ProspectingToTheTop.com.



JACK KARHU BIO

Jack's sales and marketing career spans both for-profit and non-profit tenures. Jack began his career in the advertising industry in Oklahoma City, with over 10 years in radio and television advertising sales, and another 10 years consulting with both advertising clients and advertising agencies.

During his years in broadcasting, Jack has written, produced, and voiced radio and television ads, plus multimedia advertising campaigns. He served both local and national clients, and donated his marketing and sales expertise as a volunteer for both human service and arts organizations.

Jack's personal sales philosophy sees the client's needs as a personal sales infrastructure. It was and is a natural fit for **Manard Warren and Associates**. After training in the MWA core curriculum of *Overcoming Sales Call Reluctance®* and *Prospecting to the Top,™* Jack believes any sales organization can't help but increase new business sales, when practicing a daily personal philosophy that challenges your own unconscious judgments, while implementing the MWA, customer-focused Prospecting Best Practices.

Located in San Antonio, Jack has been with Manard Warren and Associates for over 4 years and is primarily responsible for new-sales development, workshop support and follow-up, and SPQ*GOLD® assessment interpretation and consulting. He graduated from The University of Central Oklahoma with a Bachelor of Arts in Marketing. Jack can be reached at Jack@ManardWarren.com.



For More Information, Please Contact:

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