

Team Biographies

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.



MANARD WARREN BIO

Manard Warren has over 28 years in sales, training and coaching. He has a large client base across the United States providing them with sales and management training, recruiting and talent assessment services.

Manard has spent more than 17 years traveling throughout the country teaching professionals in all fields how to overcome the emotional barriers that often keep them from reaching the goals and success they dream of achieving. Manard coaches and counsels companies, not only to increase salesperson productivity, but also in the assessment, selection and retention process.

Prior to forming his own sales training organization, Manard was the premier Sales Consultant focusing on the selling, delivering and coaching of the *Overcoming Sales Call Reluctance®* program for Bill Grimes and Associates, an international multifaceted assessment/selection, management consulting, and sales and customer service training firm.

After winning the Top Sales Consultant Award every year he worked with Bill Grimes and based on his extensive sales experience in the financial services and HR outsourcing fields, Manard founded his own sales training firm called Manard Warren and Associates in 1996. As the Co-Creator of *Prospecting To The Top™* - his company's premier offering, Manard and his team have positively affected hundreds of sales professionals nationwide.

Manard is a member of the American Society of Training and Development and a graduate of the University of Richmond's Robin School of Business with a Bachelor of Science Degree in Marketing.

Manard can be reached at Manard@ManardWarren.com.



For More Information, Please Contact:

- Dan Robinson at Dan@ManardWarren.com or (772) 286-9643
- Jack Karhu at Jack@ManardWarren.com or (210) 656-4326



Team Biographies Continued

DAN ROBINSON BIO



As the Co-Creator of the *Prospecting To The Top™*, Dan actively practices the concepts from the program on a daily basis. Working with Manard Warren and Associates for over 8 years, Dan's primary responsibility is prospecting for new business. He also facilitates programs and provides workshop support and follow up.

In October, 2000 he successfully completed the Management Training Workshop on *Overcoming Sales Call Reluctance®* and is accredited to use the SPQ*GOLD® and to teach *Overcoming Sales Call Reluctance®* also known as the *Fear-Free Prospecting & Self Promotion Workshop™*.

Prior to joining Manard Warren and Associates, Dan was the Head Golf Professional at Westchester Golf & Country Club in Boynton Beach, Florida and a Class A, PGA Member for 12 years. Dan attended college at Indiana University, Fort Wayne and Ferris State College majoring in Business Administration and Marketing.

Dan is located in Palm City, Florida and can be reached at Dan@ManardWarren.com.

JUDE ACUFF BIO

Jude Acuff has over 30 years of sales and sales management success. He has had firsthand experience in developing and implementing successful sales and marketing presentations designed to impact your organization and improve productivity.

Jude has managed and directed organizations with sales volumes up to \$400 million, with management responsibility for 125 managers. He has held the following positions from entry-level Sales Representative, District Sales Manager, Area Manager, Regional Manager, Director National Accounts and Executive Vice President of Sales and Marketing.

Jude has facilitated and developed sales training programs for Manard Warren and Associates for the past 6 years including *The Essentials of Sales Leadership™* and *Networking With a Defined Purpose™*. Jude is also certified in *Overcoming Sales Call Reluctance®* and the SPQ*GOLD® sales assessment instrument. He graduated from Memphis State University with a Bachelor of Science Degree in Biology and a member of the Sales and Marketing Executives International.

Located in Memphis, Jude can be reached at Jude@ManardWarren.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.

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 is in San Antonio and can be reached at Jack@ManardWarren.com.



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