



How can your Sales Organization Benefit From Market Share's Competency Assessment & Development Program?

> Jim Smith's level of professionalism, knowledge, and experience in sales is the driving force behind the success of assessing and developing his clients. His coaching success come from understanding human motivational drivers required to succeed in sales. This combination of sales and coaching expertise supports the growth of sales competency in companies and results in higher revenues.

**Mercedes L. Lopez Ph.D.,
President, Custom Change Solutions**

> It is always thrilling to watch a true professional perform their duties. Rarely does one individual weave personal attributes with scientific processes to achieve the goals of a sales organization (i.e. year-in-year-out record sales, developing a highly focused and motivated team, etc...).

I have personally witnessed the impact Jim has had on a sales organization. His attitude and proven sales intrinsics in a variety of disparate verticals should make MARKET SHARE INC. a compelling choice for those whose bottom-line performance is the measure of success.

**John R. Fatersik, Former Director of Leisure Programs,
Delta Air Lines/Formal Director, Field Sales and
National Accounts, Delta Vacations**

> In the hectic, competitive, cut-throat world of business today, I find it rare and incredibly refreshing to meet a man or woman who calls the shots as they see them, thereby positioning themselves in my world as "the real deal." Jim Smith is on the top of this list. For over ten years I have been impressed by his talent for being a "quick-study" and then drawing upon his experience to provide accurate and meaningful input on a variety of business-related topics. I have always considered Jim as one of my valued mentors and plan to continue to do so. When my back is to the wall, I want to know Smith is a phone call away.

**Mike Marchev, International Speaker, Author &
Employee/Business Development Specialist**

> I had the pleasure to work with Jim at National Car Rental where he engineered one of the most improbable turn-around's in our corporate history. He led the NY Sales Region out of last place to first, second or third position every quarter. As Jim moved on to lead one of the top travel agency consortiums, GEM, his ability to create value for his consortium while keeping an equitable partnership for his suppliers' made GEM the model in the travel industry.

The most important characteristics to highlight about Jim are his integrity and honesty. He'll do the right thing and is unwavering in his support of the common good.

**Brad Partridge, Former Officer and Corporate
Vice President, National Car Rental
Senior Vice President, BFW Advertising**

> Jim Smith had people skills way back when I was his teacher and guidance counselor at Archbishop Molloy High School. Recognition of his leadership skills came when he was chosen as one of a select group of seniors to lead counseling groups in our nationally recognized Peer Group Counseling Program. I always remember him as a young man with keen psychological insight, excellent listening skills and the ability to win the trust of the younger students in a very short period of time.

He always gave generously of his time to help others – with compassion, empathy and common sense. He has a wonderful sense of humor which has always helped him to keep perspective when life gets tough. I have the highest respect for what he did for us when he was a student at Molloy and for all he has accomplished in his life. I have been at the school for forty years and Jim Smith is one of the most outstanding men I have ever met in my career.

**Dr. Patrick A. Murphy, NCC
Board Certified School Psychologist,
Senior Counselor, Archbishop Molloy High School,
Private Practice in Manhattan, New York**