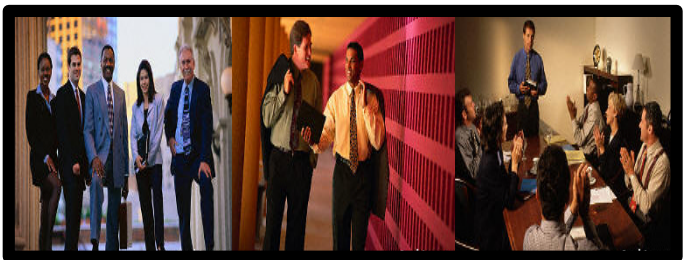




◆ Abbott Labs ◆ Accenture ◆ Allstate ◆
Adventist Health Systems ◆ Bank One ◆
Carat Media Group ◆ Children's Memorial
Hospital ◆ Cognex Corporation ◆ Daimler
Chrysler ◆ Discover ◆ Deloitte Consulting ◆

Sales Coaching & Business Development

◆ Fannie Mae ◆ GE Capital ◆ Mellon Bank ◆
Bank of America ◆ St Alexius Hospitals ◆ Hyatt
◆ Getronics ◆ IBM ◆ J P Morgan ◆
Mercedes-Benz ◆ KPMG ◆ Microsoft ◆
Lucent ◆ Merrill Lynch ◆ Sonnenschien ◆



◆ Motorola ◆ Quaker Oats ◆ Rush St. Luke's
Presbyterian ◆ SC Johnson ◆ State Farm ◆
Stay Well ◆ Tellabs ◆ University HealthSystem
Consortium ◆ U. S. Cellular ◆ Wang Global ◆

**Developing Leaders Who Deliver
Results**

Sales Coaching Can Help You...

Significantly increase your productivity



Discover your competitive edge for maximum impact



Enhance your effectiveness while decreasing team conflict



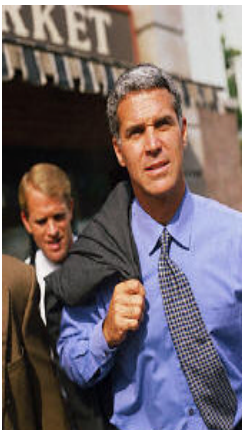
Achieve personal peak performance



Empower yourself to implement creative solutions to challenging issues



Improve your performance while increasing your profitability



"I found my coaching so helpful, I personally recommended Today's Leadership Coaching to more than 20 other top producers and business owners I know."

**Vice-President
Business Development**

What is Sales Coaching?

Sales Coaching is a collaborative **partnership** focused on helping you and your team—reach **peak performance**, increase your **productivity** and develop more effective skills resulting in significant revenue **growth** and **profitability**.

It is about turning leaders into top producers and transforming ordinary people into extraordinary performers.



"The Sales Coaches at TLC helped me turn my business around. They worked with me to help me focus on the strategic areas of building my business, not just the day to day tactical work."

**Vice-President
Fortune 500 IT Company**

Companies who use Coaching experience a 600% ROI

Companies who use 1-on-1 Coaching in experience an average **600% return on investment (ROI)**, according to a recent study of Fortune 1000 executives.

When it comes to building producers who deliver results, Sales Coaching produces **better results faster** than almost any other form of training or development program.

Our Sales Coaching works because it is:

- **Results-oriented**
- **Completely customized** to meet your needs
- Focused on **real-world application**
- **Goal-focused**

Benefits of Sales Coaching

Many Top Professionals are experiencing significant improvements in their productivity and profitability from our Sale Coaching, including:

- **Top performance** in challenging times
- More consistent **motivation** and **productivity**
- Better relationships with important clients
- Top-line **revenue growth**
- Higher rates of **client retention and trust**

The Results TLC Clients Experience

“There are crucial times in one’s career when expert coaching and assistance will yield EXTRAORDINARY RETURNS. This is when an individual Coach is invaluable and that’s what I experienced with a Coach from TLC.”

—Senior Sales Executive

“Coaching helped me to re-focus on my approach to developing business.”

—President & CEO
Financial Services Company

“Coaching has helped me to achieve a transformation to a confident consultant. Stephen Fairley possesses a rare combination of excellent coaching skills along with marketing expertise gained from years of experience and study. Thus, he is able to shift practice development into overdrive very quickly. Coaching with Stephen is one of the best professional investments I’ve ever made.”

—President

“As the President of my company, the most beneficial aspect of having a Coach is having someone very interested in my professional and business development who is completely detached from my personal and professional relationships.”

—President
Fortune 1000 Company



Benefits of Partnering with Us

EXPERIENCE YOU CAN TRUST

We have years of experience helping top leaders and producers in companies of all sizes—from start-ups to Fortune 500—become more productive and profitable.

A TEAM THAT DELIVERS RESULTS

We are a team of professionals who have dedicated our careers to helping others create the lives and businesses they desire. Our team brings together a unique set of strengths and a depth of experience that allows us to match specific coaches with specific challenges. We specialize in developing leaders who deliver results.

INCREASE YOUR PERFORMANCE, PRODUCTIVITY AND PROFITABILITY

We use one-on-one coaching and leadership development to help you and your team achieve peak performance, improve your level of productivity, with results that positively impact your bottom-line profitability.

100% NO-RISK GUARANTEE

We are confident in the excellence of our work and offer a promise highly unusual in our field—a 100% no-risk, satisfaction guarantee on ALL of our services.



**Developing Leaders Who
Deliver Results**

About Us

Our mission is to provide the highest quality leadership development, sales coaching, training, and speaking services possible that deeply impacts individuals, transforms organizations, and produces significant and lasting results. We will do this by being a company that acts with integrity, honesty, and confidentiality and provide services only when we are confident we can truly add significant value to our partners.

Our Executive Team

Thomas A. Horne
CEO & Business Coach

Stephen Fairley, M.A., RCC
President & Business Coach

William "Biff" Roman
VP of Business Development &
Sales Coach

For more information about TLC, please visit our website:

www.TodaysLeadership.com

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Toll-free: 888-588-5891

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