



One's success is measured by what others believe...

"The training I've received from Hahn & Associates "President's Club" far exceeds any other sales training I've had. The effects have been permanent and taught me things about myself that I continually apply in sales situations and even my personal relationships. I've stopped wasting time and see myself getting better results, faster. There are simply no sales professionals, no matter how skilled and successful they think they are, that could not benefit in some profound way from your programs."

-Kamdon Flaherty, Major Account Manager, Qwest

"Through your coaching and training our sales reps have taken greater accountability and ownership and have indeed embraced our corporate vision and goals. The result is a more empowered and motivated team with a clear focus on results. Thank you for bringing us this fresh perspective. You have helped direct our people towards what we expect. I would highly recommend your services to any sales organization that wishes to raise the bar."

-Paul F. Catalano, President ABC/ Amega

"The concepts are quite practical, offering simple, common sense ideas allowing me to maintain a strong focus on my goals and those of my team. The weekly reinforcement role plays and coaching have enabled me to master a winning sales system. Your programs offer the best aspects of Carnegie, Covey and hard-core salesmanship. It's great to be in control and proactive!!!"

-Patrick Dolan, Vice President of Sales, Global Crossing

"By combining your "training schools," coaching and tools and techniques from your website we have been able to work together in establishing a systematic selling process and create a more disciplined sales management approach. Through your guidance and mentorship, we are now able to hold our people accountable to meaningful measurement tools and coach them to greater heights. By combining the teachings and mentoring of the Strategic Sales management class with a very powerful website, I feel that for the first time, I am able to truly measure and modify the behaviors of everyone on my team."

-Larry LaDuca, Vice President of Sales, Perry's Ice Cream

"I rarely use the word exemplary, since so few things are. Superlatives are so overused today; I really do not like using them, except in your case. The Hahn/Sandler Sales Course was exemplary. Don, your knowledge, enthusiasm, and presentation skills are the best. The course has been invaluable in launching my new sales organization. I recommend this course to anyone in business, not just sales people."

-Donald Kuhn, President, Erosion Control Products of New York

"Don has greatly impacted my life both personally and professionally. He has helped me improve upon my weaknesses, harness my strengths and renew my focus and direction. I highly recommend Don and all the services provided by his firm. Since being involved with Don, I not only increased my performance by 20% each year, but also did so in 30% less time. I certainly offer my recommendation to any companies looking to grow and strengthen their sales force. Don is a valuable resource, excellence trainer, effective coach and successful businessperson."

-Paul Manley, Regional Manager, Siemon

"After securing the services of Hahn & Associates as a sales trainer and coach, we found Don's business acumen and expertise in sales training and coaching to be a critical catalyst to our continued business success. We have seen continued improvement in our sales and service leaders. They have enhanced their focus on our "Human Capital" through the use of processes, tools, practices and philosophies they adopt through the assistance of Hahn & Associates. While there are numerous coaching/training options available to all of us, Hahn & Associates has been a clear cut choice as they really deliver the goods."

-Scott Bieler, President, West Herr Automotive Group Inc.

"What a pleasure it has been. Your training, tools and coaching has opened our eyes. Our managers are now better focused on high gain activities. They are better coaches and leaders and these effects are cascading to all levels of the organization. We now have a common system and approach to sales; so managing, coaching and developing our people is much more effective."

-Rick Kazmierczak, President, Kaz Brothers

"Don, Thanks again for an excellent program. You can see that we are living proof of the Sandler methods and the success that comes with it. Thanks again for your time and information it will be used daily."

-Sean McQuillan, Key Account Manager, Sherex Industries Ltd

"Hello Don, Rachel & I miss our Tuesday morning Hahn fix!"

-Tim Weber, Membership Development Manager of The Buffalo Niagara Partnership

"Don, Thank you. I am definitely benefiting from the class. I found myself using the "stuff" yesterday in a conversation as though I had known it all my life. It's also helping me to advise some of my business coaching clients when they should consider "hiring out" for sales help. There are some people from certain professions who will never overcome their aversion to the sales process. I think not knowing their own weaknesses can be the downfall of business owners. Anyway, I ramble, but the point is that your class is great. Talk to you soon."

- Amy Remmele, Peak of Success

"Mike Bolo, who taught the CHAMPS class at the USA Chamber of Commerce on June 10, 2008, did an outstanding job. I would rate the overall success of Mike's class as a 10 plus. Mike kept the class interesting and exciting the whole time. His interactive teaching style helped me to learn more and to enhance my selling ability. The best part of the whole class was going over the three stages of a successful sales person. I would recommend this class to anyone who wants to be a more successful salesperson."

- Les Robinson, Northwoods Corporation

"By the way, I found the DiSC session this week particularly helpful. Although I have been through the assessment before, Don and Katie did a superb job explaining and putting it into context for me."

- Julie Waldron, Proforma Total Business

"Thanks for your help. I couldn't have made this happen without your training and support. I feel that edge of success that I had in previous years. The difference is that now it doesn't feel like an accident...I got it to happen on purpose!"

-Mike Giugno, Boncraft Printing Group

"The program overall has been a tremendous help to me. I already can see a difference in my business. RUSA has tied up a lot of loose ends with this training. I look forward to implementing all of these ideas."

-Anne Fahning, Realty USA

"Overall I would give this training program high marks. Over 40 years of Real Estate experience I have taken numerous courses. This was the best program yet."

-Hugh Hartzberg, Realty USA

"I wanted to thank you for providing a first-class training program. I learned several new techniques and I look forward to applying them in my new position."

-Alex Moore, Miraclean-Aqueous Cleaning Systems

"I have had the pleasure of knowing and working with Don for the previous year. What has been most impressive is Don's devotion to the Buffalo business community and his desire to support and lead local business organizations and their members. Don has been a pillar of strength to the local business community."

-Adam Pratt, Vice President, Sherex Fastening Solutions

"The work you did with Corey has proven immensely valuable. Not only have his sales skills been honed, but his self-confidence has improved, which is so powerful."

-Laura Kohlhas, Vice President, Leisure Craft Pools

"Don Hahn met with our management and sales team, as a group and individually, to assess the needs of our organization. Although Don is not an insurance specialist, he took the time to learn about our business and how our sales cycle works...Our sales culture has improved over the past several months and our activity levels are as high as they have been in years. Our sales force is working better as a team, cross selling existing accounts and creating the new business activity that all sales organizations need to reach the next level. I would highly recommend Don Hahn and his organization to any company looking to improve their sales culture and continually develop the skills of their sales force."

-Michael R. Lawley, Partner/Director of Sales, Lawley Service Insurance

"Getting a bunch of engineers who are comfortable in a loosely structured, and nurturing environment to become a proactive, results driven sales organization is no small feat. I embraced your professional development program to assist us in this initiative. You have been a true mentor and coach in charting our sales course. We have aligned corporate and individual goals and now hold our people accountable in ways we never dreamed possible. We are more comfortable calling on true decision makers and know what to do in a sales call. We just completed our best quarter ever and are excited to gain momentum as we continue working

-Terry L. Collins, Director Marketing & Sales, Applied Sciences Group

"Don Hahn's enthusiasm for his subject is infectious, making the sessions enjoyable. He has a solid grasp of the course materials and his management of the course time-flow is effective. I learned much about myself and have become more aware of the sales fundamentals that I may previously have wandered away from. The dialogue and facilitation conducted by Don Hahn was invaluable and worth the price of admission."

-Thom Palmer, National Sales Manager, Saint-Gobain Technical Fabrics

"Thank you Don. The training was simply more than I could have ever expected. As it was my first time going through a sales training program, I honestly expected to learn a step A to step Z methodology sprinkled with some do s and don't s. The Sandler system is so much more than this. I was surprised with how much the system actually focused on the sales person. True selling really is a win-win process. The work in fact is resisting the easy path of pushing features and benefits and actually understanding how your product fits your prospect's needs. The Sandler system taught me to take the time to understand my prospect, understand the product I sell, but also to understand myself and how I impact or am impacted by the other two. This was the kicker. Learning to understand myself took the system from just something I use at work to something that has improved my personal life. Tools such as the Up Front Contract or taking the time to build a rapport, instead of barging in with what I had to say, made a great difference in how people perceived me. I have received much feedback from prospects on the trust and the comfort they feel in dealing with me. Even when I get a No response, I still receive positive feedback. The No isn't fun, but I know that the door is not closed because that person felt they were understood and treated as a person. The training was mind opening, life altering and simply a wonder to go through. Thanks again Don for offering such a powerful service with such limitless benefits."

- Magezi Mukandala, Full Circle Studios