



## Testimonial

**"Kevin's PERFORM model technique of selling Workers' Compensation** has brought continuity and a systematic approach to my selling workers' compensation.

It proves timing is essential throughout the sales cycle, and when the trigger is pulled at the right moment it will create intrinsic pain for the insured that cannot be overcome by the incumbent agent.

Prior to enrolling in the boot camp, I possessed the appropriate knowledge and skills relative to being an expert on work comp, but Kevin's approach has translated those skills into a more systematic approach to getting more sales."

**Rob Nation**, *Senior Vice President, M.E Wilson Co., Inc.*