



Testimonial

"Kevin Campbell's knowledge of sales and the workers' comp market is unsurpassed as he has written books and been a leader in the industry for over 20 years. Kevin is the owner of the largest Workers' Comp only insurance agency in the state.

He has built a commercial sales seminar based on the PERFORM model and the proven techniques that have worked for him over that time. I can attest to the ideas and techniques that are shared in this seminar as everyone in our agency has attended and implemented the strategies.

This model will help you if you are new in sales or even if you have many years of experience and have just become stale in your approach.

I can assure you that you will take away specific ideas that you can apply in your style or little things to improve upon where you might have become complacent, whether it is in your prospecting, closing or servicing of an account.

Kevin has always been a forward thinker and this seminar gives you fresh ideas which allow you to think outside the box and be innovative in your sales approach."

Tommy L Folsom III, Vice President, *Florida Insurance Consultants*

