

# What clients are saying about Pici & Pici...



I would recommend Pici & Pici to any sales organization needing experts in the sales field. Their training increased our closing ratios in a very short time frame. We will continue to utilize Pici & Pici for future training needs.

Tom Abel, Director of Sales, Bright House Networks



Attending the Consultative Relationship Sales Summit presented by Pici & Pici Inc was a valuable experience for me. The experience would be of value for any business professional who wants to understand how to initiate rapport and build lasting relationships with clients. The Summit is not only about acquiring sales skills. I've also found that the skills learned not only apply to the business environment, but also are useful with improving and deepening relationships with friends and family members. I would recommend Pici & Pici Inc not just to those in the sales field, but to anyone and everyone interested in enhancing their interpersonal communication skills. You will certainly come away with powerful insights regarding how to take your communication skills to the next level.

Sheree Raymond, MBA, Sales Training & Support Manager  
Allied Insurance, a Nationwide company



The sales training by Pici & Pici for MVP Sports Clubs has already had a tremendous impact on our team. The immediate impact was a boost in moral and internal relationships as each team member began to understand other better within their own team. For a team that had not seen themselves as traditional sales, they have made a significant shift toward creating lasting relationships and learning how to sell through those relationships.

Joe Casalese, MVP Sports Clubs



This training was like no other I have ever been to. Our audience was captivated for the entire session, and we have had nothing but the best feedback from all our franchisees!

Tim Kerry CFO Cartridge on Wheels



Your training gave my team the tools needed to build confidence in what they are doing. More importantly, it helped them to prepare themselves to understand whom they are calling on and how they should deal with each customer based on their DISC profile.

The best part of the day came as we developed "Power Statements". We have already used these in the field and they have proved to be effective,

Brian Bowen. Division Manager, Cordis Corporation



Your practical training session not only gave our group some critical insights into the selling process but it also increased confidence in their ability to understand and meet their customers' needs. Lack of confidence has been one of the primary inhibitors of making appointments and closing the sale.

Char Griffin, Manager of Customer Analytics, Amway Corporation



After attending the company-wide sales training course conducted by Pici & Pici, I not only have seen a 30% jump in our overall sales, but I have witnessed even the non-salesperson types in our business become enthusiastic and engaged at a whole new level. I would recommend the course to anyone who wants to improve their bottom line as well as their relationship-building skills; which do make up the underpinnings of Joe's entire course.

Mitch Johnson, Strategic Services, Configurations



I wholeheartedly recommend Joe pici as a personal coach, sales trainer and mentor. He is not only creative, he possesses the rare skill of being able to communicate his ideas and vision effectively, which in our case resulted in increased market share that would have never come to fruition without his training.

Simply put, we have gotten results and his training is worth every dollar spent. This to us is PRICELESS!

Kimberly Haynie, Director of Sales,



Your workshop was so informative and provided lots of great insights that will impact our businesses. Your approach was lively and got the audience totally engaged in the topic.

Vickie Boubelik, NAWBO Chapter President



"You have been an amazing asset and resource for me. The one day of training we had has forever changed how I do business. My only regret is that I wish I would have met you during my first year of sales instead of my fourth.

What I have been impressed by has been your truly practice on a daily basis what you preach. You are not asking me to do anything that you don't do on a day to day basis. In addition, everything you have told me you would do has been followed through with by you. This is so rare in this day and age.

Elizabeth Villegas, Vice President, Kuykendall Gardner



Dawn Pici is one of the best speakers we have had the privilege of having at our Confident Women Conference. Her presentation was empowering and motivational. Her to the point message on connecting was accurate and uplifting. We look forward to working with Dawn again in the future and are confident she will help our members and leadership team grow personally as well as professionally.

Kathleen Hawkins, President/Founder, WOAMTEC



The response to your presentation has been overwhelming! We have received rave reviews on your session. Attendees loved Dawn's warm and engaging style. They were also blown away by Joe's hard hitting sales presentation that provided tactical and practical tools for each attendee. Thank you for making our event the best ever!

Jerry Ross, Executive Director, Disney Entrepreneur Center.