



Chip Eichelberger Testimonials

"Chip's message to our franchisees was exactly what they needed to get switched on and **re-engaged in their business**. You did your homework and it showed! The board break experience was a highlight of our conference that our franchisees will be talking about for years to come. Thank you Chip for making our conference memorable and impactful."

-Kristine Fisher, SVP & Chief Operations Officer, FT Fitness Together

"**Chip NAILED IT!** The message and energy was spot on. He took the time to learn our franchise culture. His speech flew by and the franchisee's absolutely loved it. Chip is highly recommended and will be returning to 9Round next year for the Board Break Experience."

-Shannon & Heather Hudson, 9Round Fitness - Founders

"You will never work with a speaker who can intertwine your business within their presentation the way Chip does. Most speakers are a "rental", Chip was a partner! He opened with "Get Switched On" which motivated our entire franchise system, gave them tactical advice and got them pumped up for the conference. He also closed the conference and tied everything together with the Board Break Experience! They left the conference saying they needed this and are "switched on" again and excited to go home and take everything they learned and put it into practice. If you want a speaker who will pump up your team, and educate them about taking responsibility for their success, then I highly recommend Chip Eichelberger."

-Michael Newman, Founder, President & CEO, Always Best Care® Senior Services

"Chip Eichelberger was **extremely well received** by our franchisees. Chip was definitely not one to get stuck behind the podium and his presentation was fantastically high-energy, memorable and engaging. It was also a real pleasure to work with a **true professional** – Chip made it easy for us every step of the way!"

-Bruce Clark

Founder, BCW Group

Event Producer for Miracle-Ear

"I was extremely impressed by the **amount of time** you spent researching us and **understanding our culture** and what we wanted our initiatives to be coming out of the event. **Within three minutes your knowledge and passion for our organization came through** and excited and energized our team. Getting Switched On for me was truly about Logan's managers taking what they learned back to their restaurants and living that with the teams. It was our best conference ever!"

Jim Kuehnhold, SVP, Logan's Roadhouse Restaurants

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"THANK YOU for your time this past week, Chip. My husband and I own the Fitness Together in East Cobb, GA and we are the proud parents of Mikey who was honored at the awards banquet. I just want you to know that your session with us was just what Mike and I needed. We have been focusing so much on Michael (as it should be) that our business has been a bit neglected. We are now re-energized and ready to also focus on our business again.

Fitness Together Franchisee

"Chip! You are a phenomenon! EVERYBODY is still talking about you...even at the airport. Thank you so much for all your time and effort to make our event such a HUGE success. Because I watched all your videos and talked to your clients about you I had high expectations and hopes. You way exceeded all of them. Your humor, your energy, your pace, the Board Break Experience, and my favorite "The Seagull" - left us without a single dull moment. Rapt attention from that group is hard to come by, but you got it!"

Jan Fox, Billy Casper Golf

"We hired Chip for our National Sales Meeting to get our team focused and committed to have a **GREAT** year. Our industry is very competitive and our sale professionals must be even better prepared to tell our unique story in the market place. **Chip's energy was contagious** and he effectively challenged our seasoned vets to get back to the basics and take their game to the next level. In addition to challenging us professionally he challenged us personally and I have no doubt he inspired many of us to make changes that will positively impact the rest of our lives."

Chris Knapp, Field Support Manager, Neptune Technology Group

"While some speakers simply "pay lip service" to their audience, you obviously knew our industry and took the time to research further, speak to our members and incorporate your findings into the talk. I heard a lot of positive remarks about your keynote in Quebec City and it jump started the conference nicely. Good luck with your golf game!"

Jeff Calderwood, CEO, National Golf Course Owners Association of Canada

"Thank you, Chip , for an inspirational and motivational session with our key leaders. The preparation you put into tailoring your messages for our audience created a great rapport and sense of applicability. Your high energy, hands on engagement style worked particularly well for our global, diverse audience. Above all, your holistic approach to human development and engagement resonated with EVERYONE - people were thrilled that we chose to invest in their development and capabilities versus hearing some sort of speech about how they simply must do better. Not only did your messages live through the week, but many of us are still comparing our personal changes and improvements as a result of your session (myself included!) Thank you!"

George J. Biltz, Global Vice President, Purchasing, Dow Chemical Company

"I feel like the value we received was more than expected. It was analogous to putting money in a vending machine and getting two items for the price of one. You were definitively the highlight at our meeting and I appreciate the time you spent customizing your message to our business. Your insights are right on track and you delivered them with great passion, enthusiasm and humor. Energy like yours is contagious and I can tell

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you our group left this conference refreshed, committed to improvement and... YES! We Got Switched On!"

Dean M. Piacente, Vice President, CSX Transportation

"There is a reason we have had you speak 14 times at sales rallies across Canada and be the closing speaker at two national conventions. You do your homework to provide content our agents need to hear, while combining great energy and humor with a sincere delivery that captivate the audience. I strongly recommend you to any company wanting to take their meeting from good to great!"

Don Lawby, President and CEO, Century 21 Canada

"Chip's energy and training was perfect for our event. The "breaking of the boards" at the end of the training event created confidence and excitement in those who were doubtful and a great sense of teamwork as each person cheered the others in their efforts. It definitely kicked off our event with class and excitement!"

Kevin Lange, Director of Training, ServiceMaster Clean

"We had Chip Eichelberger speak at our Global Sales Meeting in Chattanooga, TN and he was the highlight of our meeting. The **research** he completed prior to presenting to understand his audience was a first for me.

The energy throughout his presentation generated a new level of enthusiasm that remained throughout the meeting. **Chip Eichelberger is a difference maker.** I would highly recommend Chip for any function where energy and excitement is the key."

Tom Eggleston, Director of Sales and Marketing, Best Manufacturing

"Thank you so very much for your excellent presentation. I am confident your message will help us to the next level of productivity. You seemed to be dialed in to exactly our needs and it really showed. So many of our sales people approached me after the conference and were just amazed at how you were able to reach them at the core of their issues. I have to say, of all the inspirational speakers that we have heard and used, yours was by far the most meaningful and insightful."

Tony Horpel, President & CEO, Great Northern Financial Securities

"I mean this sincerely. Chip did a fantastic job of getting my annual sales conference charged and ready for the New Year. You did your homework and it showed. After your presentation everyone in the room knew they had what it takes to go out and make it happen!"

Jose Becquer , Vice President Treasury Management , Wells Fargo

"Chip Eichelberger delivers a **profound life altering message** that can reach any audience regardless of their openness or sophistication. Chip will REACH your attendees. He doesn't miss a thing! I wish you could have heard how many times throughout the rest of the week that people told me how much they liked you; how they could listen to you over and over again; and how many of them remembered your name!! You were the HIT of both conferences this year. Chip will exceed your expectations!"

Cynthia Mills, President, Tree Care Industry Association

"I was very impressed on how you seemed to know intimate details about our industry,

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my sales team, and our current issues. You seemed to really do your homework on us. It felt as though you were an "insider" speaking to us. Personally, I'm always a happier, more focused person after I see you speak. My boss and my family thanks you."

Steve Emminger, Sales Manager, First Franklin

"Chip is the first speaker we've invited to return and facilitate a team building session for senior managers at our annual company conference. His commitment, energy and enthusiasm are contagious. A key to Chip's ability to get the most out of the session and to engage the team is the importance he places on preparing for the specific audience through numerous conversations with different team members. As a result, his presentations do not appear to be 'off the shelf' but are customized and unique."

Anthony Joseph, President, Concessions International

"Chip - in a nutshell you captured the vision - the essence of the message we so strongly wanted our associates to get. I believe your connection to our training process and core culture prior to your presentations was the key reason why the connection was so strong. You did a fantastic job of closing our 6 Service Summits around the country."

Paul Daly, AVP - Food and Beverage, Hyatt Hotels Corporation

"Your performance at our recent Sales Conference in Palm Springs was Outstanding!!! You generated the energy we needed to start the three day conference off with a bang!!! **You were enthusiastic, energetic, and inspirational.** You truly got our field sales force Switched On. The energy you created with our group lasted throughout the entire event."

The California Lottery has been conducting these types of sales conferences for **20 years** and I have never seen a speaker get our group as motivated as you got them. Your presentation was one of the major factors that made our event a huge success! "

Al Alvarado, Key Account Manager, California Lottery

"This was the perfect way to start our ABA Marketing Conference. Your energy and enthusiasm inspired attendees to ACT rather than waste time talking. Your session was the highest rated - 4.83/5!"

John Capotosto, Senior Program Manager, American Bankers Association

"Wow!!! What a way to start off our annual sales conference. You sure left everyone wanting more. The time you invested speaking with several of my key managers in the field and with me prior to the engagement, made all the difference. Your uncanny ability to incorporate so much of what you learned about our company into your session truly customized the message hitting the nail squarely on the head. Yes!!!"

Jack Schmidt, Chief Marketing Officer, Benchmark Hospitality

"Everyone in attendance really enjoyed your presentation and got Switched On. You gave us all some new ways to interpret the challenges we face everyday, and energized and inspired our resorts management team to plan this year with a fresh outlook."

Shawn W. Erickson, Sr. Vice President, Bluegreen Resorts Management, Inc.

"This was a key meeting to ensure Borland's highly-skilled sales team has all the tools they need to succeed in selling our best-in-class technology solutions. There is no doubt that your presentation was a motivational shot in the arm we needed. The energy and

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enthusiasm helped to get us all Switched On! - did the energy and momentum carry throughout the week? "1 - 2 - 3...YES!"

Dale Fuller, President, Borland Software Corporation

"I was convinced in less than a minute that I had the right speaker after viewing your video on your web site. What exceed my expectations was the level of customization and preparation you went through to make this event something special for all the participants. Your message was simply inspirational, believable, humorous and most importantly sincere.

I received countless comments on not only how energized they felt, but also how amazed they were that an "outside speaker" could leave everyone with the impression you were a long-term employee."

David Bee, Director, Program Management, Boston Scientific, Inc.

"I want you to know that "Chip lives on" in our daily lives. Your presentation touched all of us. In fact we have had "keeping Chip alive" and "living what Chip taught us" as agenda items in our team and leadership meetings ever since you were here."

Debbie Baker-Oliver, Executive Director - Real Estate Operations, Cingular Wireless

"I am so impressed with your presentation and the way you personalized it to us. The preparation you did to familiarize your self with Culligan, our personality and culture is truly commendable. Everyone of our 1000 plus distributors was blown away by what you did. I will sincerely recommend you highly to anyone needing an exciting and powerful influence at a meeting!

Mike Reardon, Chief Operating Officer, Culligan

"Outstanding! Chip's presentation was inspiring. In addition, his auto industry background allowed him to relate to our audience. He actively engaged them in improving their dealership's sales as well as themselves. It was a great way to kick off the New York Auto Show for our leaders."

Todd Stainbrook, District Manager - New York Region, Ford

"Chip did an outstanding job challenging the status quo with our group. Many people set new goals for themselves after hearing his talk and developed a way to track their progress with the tools Chip gave them. Many people in our group requested another talk from him at our next meeting. I strongly recommend him."

Frank Leonard, Regional Vice President, GlaxoSmithKline

"Thanks for your outstanding keynote presentation at I-many's Summit for over 1300 of our customers. You were highly energizing as well as very informative, giving the audience great information they can use in their day-to-day business activities. They loved you as the evaluations showed excellent ratings across the board. I can see why our sales group used you the last two years!"

Leigh Powell, President and CEO, I-many, Inc.

"Your unique ability to tailor the discussion directly to the audience was one of the keys to your success. They appreciated you took the time to interview several sales consultants before the meeting. Honestly, I don't think anyone else could have made

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such a big impact, and inspired these people to take action and make a difference."
Craig Questelle, General Zone Manager, Lincoln Mercury

"What a wonderful inspiration you are! When a meeting planner engages a professional public speaker from a video promo tape, they are always a little anxious about the actual presentation (and presenter). I had hoped for you to end our day on an up-beat note. I got my wish granted past my wildest hopes! Your presentation was not only inspired, but INSPIRATIONAL! What a wonderful feeling it must be to know that you have touched people and helped change their lives for the better!"

Victoria Wheeler, Director of Member Services, Material Handling Industry of America

"The effort that you put forth in preparing for the presentation was evident. Taking your car to a local Meineke shop, talking to a number of Meineke managers, visiting our dealer website, attending several seminars during our conference and spending time with us in advance of your presentation all resulted in a message that was on target, exciting, motivating and relevant.

Thanks also for your "off line" ideas that will be helpful to us in the future. You hit on all cylinders and your message was matched by your energetic style."

Gene Zhiss, VP Marketing & Dealer Communications, Meineke Car Care Centers, Inc.

"After your terrific ending to our National Sales Meeting last year, I felt challenged to find a similar finale for this year's event. I looked at many videos and spoke with several nationally known, and very expensive speakers. My conclusion: call you and see if you could design something as exciting but different from you talk last year. Chip, once again you exceeded my expectations. It was incredible! The talk was perfect for our theme and the board break was phenomenal!"

Marc Winchester, Senior Vice President of Sales and Marketing, Misys Healthcare Systems

"Your workshop score was 9.52/10 and speaker score was 9.63/10 with over 1000 people in attendance for your closing Super Workshop. Thank you for your hard work preparing to make this workshop program so successful!"

Kerry Husk, Workshop & Seminar Manager, NADA Management Education

Here are some specific comments:

- "Bring Chip back - he was terrific!"
- "It was inspiring -fantastic. Get him back again!"
- "Great choice, entertaining and motivational. Repeat this every year."
- "It was great. I don't know how it could have been any better."
- **"Bring him back! The best, most relevant motivational speaker we've ever had!"**

"On behalf of Nokia's Latin America COM Core Team, thanks for kicking-off our event in such an extraordinary way. Not only were they listening, but you were heard! Many of the subsequent speakers incorporated your key statement and phrases into their

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presentations. Thanks for setting the tone for a very successful event!
Laurie M. Wallace, Meeting Coordinator, Nokia

"One of the most rewarding decisions we made this year was to have you present your customized program to staff of Ocean City Home Bank. Your presentation was entertaining, informative and inspiring. Employees throughout all the branches were energized, applying your ideas and suggestions in their lives the very next day."
Steven E. Brady, President and CEO, Ocean City Home Bank

"The ease with which you connected with our General Managers was amazing! They were engaged and convinced of your message within the first two minutes. The energy that you put into tailoring your speech to our audience did not go unnoticed. Your level of preparedness helped to lend legitimacy to the message that we heard."
Dave Orenstein, President, On the Border Mexican Grill & Cantina, Brinker International

"As a result of the nine regional meetings you conducted for Option One Mortgage, we achieved many new milestones in production. The year ended with a bang as Option One funded 3.2 Billion in December, our best funding month ever in our 12 year history. I truly believe Option One was able to benefit from your Gaining the Edge and board break exercises. The California South wholesale region alone went from 199 million funded in February 2004 to 437 million funded in December 2004. That's making a difference!"
Tom Ciolkosz, Wholesale Regional Manager, California South, Option One Mortgage

"Thank you for your time, effort and great presentation at our nationwide sales conference. You did your homework! Your session got rave reviews and I personally enjoyed the material."
Gary L. Miles, Chief Executive Officer, Radio Rogers Media

"WOW! We knew you were going to be good, but quite honestly, you bring new meaning to the concept of exceeding expectations. The best reward, however, is the feedback we have received from our Store Managers, and the consensus about your positive impact, your energy, and well-grounded nature is unanimous. Your ability to transfer enthusiasm, while incorporating your message with the vision of our company, really hit home for our management team. I can personally attest you switched me on and I haven't been switched off since!"
Greg Sparks, President, Safeway, Inc., Seattle Division

"At our user's conference last week, we contracted Astronaut Buzz Aldrin to speak to our more than 350 financial institution customers. At 6:45 p.m. the night before he was supposed to do our closing session, he had to cancel due to an illness. We jumped online and found Chip. We spoke to him and realized what a good fit he would be for our audience, and one hour later he was on a plane to Atlanta to speak to our customers the following morning at 8:30 a.m. Chip handled the situation very professionally, and was surprisingly able to work in relevant examples and key messages from our company in such a short amount of preparation time. I can't imagine if he had had more than a few hours to prepare!

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Chip did a phenomenal job at filling in some pretty big shoes - Buzz Aldrin. Many of our customers walked out of the room saying, "You should've planned to have him speak all along. He was great." They were all smiling and asking for more of his "Get Switched On" cards to take back to their co-workers. He has a unique approach to energizing your crowd and sending them home (or into additional meetings) very excited about making the information that they learn at your conference work for them - in a balanced approach to life."

Chris Watson, Director of Corporate Communications, Security First Technologies, (S1 Corporation)

"On a scale from one to five, with one equaling poor and five equaling excellent, you receive a score of 4.8 from conference attendees. Participants noted that it was a powerful program with concrete information...highly motivational...outstanding! The conference was a tremendous success and your presentation was a big contribution."

M. Lauren Basham, Professional in Business, Director of Education and Society of Consumer Affairs

"Your keynote address was just what the doctor ordered...positive, upbeat, thought-provoking and very entertaining! Many attendees thanked me for having the wisdom to book you; I like compliments like that. You had obviously had done your homework well and geared your message perfectly to the need of our REALTOR audience. I know things like that are no accident, so thanks for that extra preparation!"

Charles Pug Scoville, Director of Education, Tennessee Association of Realtors

"You surpassed all expectations and help lead Terminix to one of the most successful jumpstarts to the year we have experienced. No speaker has ever spent the time in the field learning our sales structure and business like you did.

Your (15 presentations) were dynamic, high-energy and the powerful delivery not only motivated our sales professionals, but it empowered them to put to use the valuable information and tools you shared."

Bill Sublette, Vice President of Sales, Terminix

"You did it! You put the icing on the cake. I have been trying for almost three years to get our management team revved up about customer service. I knew in my heart it was primarily about attitude as much as skill. You made them look at themselves. This is a very effective way to make an investment with a huge payback. You will be hearing from me again!"

Harry Rider III, President, Union Memorial Hospital

"You were the shot in the arm needed to reinvigorate our management staff. It is obvious to me that you know how to please your customer in terms of your talks! We really appreciate the customization of your talks to the Hospital Center and the insights you gave us to energize and motivate employees to take ownership for and energize themselves for personal excellence and peak performance. I found your talk inspiring. Thanks you for two superb talks, fantastic delivery and the tools to hold ourselves accountable."

Margery Huge, Director Strategic Communications, Washington Hospital Center

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"I went home very motivated to make changes in my life style but also in the lives of my family. I held a mini get switched on meeting and had the whole family excited about making positive changes in our family life and personal lives. The entire family with the exception of my 5 year old son has joined a gym and work out on a regular basis each week. We all have eliminated junk food, fast food and all around non healthy items. So what have the results been, well I myself have lost over 42 pounds and feel great. My wife Patricia and 13 year old daughter Madeleine have done great also. My 17 year old daughter Megan was already in top notch shape but has participated to support our effort. Madeleine after loosing about 20 pounds during the summer was able to go back to school much more confident in herself and that has made her mother and I very proud.

"Back to myself, while out dealer calling I was embarrassed about how my clothes did not fit, just to damn big. I had to stop at a store while 200 miles away from home and buy a new shirt, pair of pants and a much smaller belt. I walked out of the store a new person, more confident in myself and feeling great. My first stop of the day I walked into the dealership with my head up, confident in myself and not subconscious about the way people viewed me. All my visits since that day have been more productive because I feel better about myself and project that confidence to the individuals that I meet with. So the bottom line is it has been a win-win, both personally and professionally. So thanks for the kick in the you know what, it's just what I needed."

Thanks for the motivation,

John J. Gunther III, Underwriter, Dealer Financial Services

"Chip Eichelberger was extremely well received by our franchisees. Chip was definitely not one to get stuck behind the podium and his presentation was fantastically high-energy, memorable and engaging. It was also a real pleasure to work with a true professional – Chip made it easy for us every step of the way!"

Bruce Clark, Founder, BCW Group, Event Producer, Miracle-Ear