



Alice Heiman Testimonials

“Your presentation made this the blockbuster event of the year. Thank you for making me look brilliant for suggesting your name to the program committee. Members who’ve been with our organization for 18 years came up to me at the close of the evening and said that this had been the best annual meeting ever because not only did we learn something, you were an engaging speaker who was able to get each table of participants to speak with each other with a purpose. As a result, not only did each of us meet members we had not known prior to this evening, we had fun doing it.”

-Craig Halverson
ORCA Program Committee Co-Chair & Senior Consultant, Biologics Consulting Group

“Thanks so much for today’s dynamite presentation. Your enthusiasm and knowledge about our industry was fantastic.”

-Pam Walker
Marketing Director, Greene’s Cleaners

“Alice Heiman delivers sales speaking gigs authoritatively and clearly. Her takeaway sheets are immediately actionable, and she’s a dynamic presenter.”

-Adam Metz
Sales VP, TerrAvion

“You did a terrific job in drawing out the audience & delivering a message that had real ‘take-home’ value.”

-George Iliff
Managing Owner, Colliers International Idaho

“I just completed Alice’s program and wow, what a sales makeover. I now have a toolkit for going forward and a lifetime worth of ideas to try out. Alice packs an incredible amount of content into this program. If I implement even 25% of what I learned, it will be worth my while 10 times over. I’ve implemented a few ideas so far and it’s made a big difference; my follow through after networking events is more robust, I’m actively filling my pipeline, and I absolutely love Alice’s ideas for tracking my sales funnel – I’ve created a visual graphic that I would say is responsible for me moving 5 clients from the Verify Stage to the Close stage — they are moments away from dropping into my “won” stage. And that’s just in 4 weeks’ time. Not only is Alice great at what she does, she takes a genuine interest in all of her clients, and she’s

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committed to our success. I knew I needed some structure and guidance for becoming more proficient in my sales work – thanks to Alice, I even like doing my sales activities more.”

Jane Grossman
Senior Consultant, IMPAQ

"Alice is a talented and motivational speaker. She has an incredible depth of knowledge and experience in the realm of product sales, and I trust her to kick start a flagging sales organization or to bring a mediocre organization to the next level of performance." - *Christoph*

J Wittmann, CIO
InfoSearch International

“Alice brings extensive expertise in sales and sales management coupled with a vibrant personality and presentation style that is guaranteed to deliver results.”

Kate Dutt, Secure Storage Technologies

“Alice has been advising us in our sales for the last 9 months. She is a valuable part of our team and has helped us tremendously in our business but not just in sales. She is a master connector. She has introduced us to people that we would have never come across that have played an essential role in our success as well. I would encourage you to use her services for yourself or others in your organization.”

Greg Hughes, My Lease 2 Own

“Your participation in last evening’s panel discussion was outstanding. You have such a gift for sharing your valuable knowledge in ways that make a difference in how others understand, and ultimately ‘get it’.”

Kathy Carrico, SBDC

“If you only followed half of the strategies, you'll be more than twice as effective.”

Raymond Truitt, EllipsisDesign Group

“Alice is hands down, one of the greatest presenters! She’s an expert in networking, relationship marketing and lead generation.”

Melissa Molyneaux, Colliers International