

MICHAEL GOLDBERG

More Prospects! More Referrals! More Business

"Michael has done a great job in helping our advisors to not only understand the importance that networking has in growing their practices, but also how to implement proven strategies that maximize results at networking events. Michael has held sessions with our top producers and our new hires and is currently working with us to develop a curriculum specifically designed for our firm. I look forward to continuing our relationship and making networking a major part of our culture."

-Paul Blanco, Managing Director, Barnum Financial Group an office of MetLife – Top Agency 2004-2008

"Michael Goldberg delivers proven ideas that he's successfully applied while building his own business. His passion and insights bring a fresh perspective to networking and communication strategies."

-Harry Hoopis, Managing Director, Northwestern Mutual

"Michael Goldberg has added very effective techniques to the processes of our advisors especially in the areas of marketing and referrals."

-Phillip C. Richards, North Star Resource Group Chairman & CEO

"Michael Goldberg is an enthusiastic and highly motivating speaker who engages his audiences in ways that help him accomplish the learning objectives while allowing the group to have fun. He always models what he teaches. Participants leave his program excited to try the techniques he presents. He is extremely effective when running a workshop, always keeping the group on target, re-directing when things go off point."

-Elizabeth McDaid, Vice President Agency Education, Chubb & Son

"Although my people understand that networking is critical to their success, many of them did not really understand the "how" until they saw Michael Goldberg. He is a dynamic and energetic speaker, but more importantly, our business is booming due to the opportunities that our sales people are starting to build through networking and I still hear our sales people using "Goldbergisms." I would highly recommend Michael to any sales organization that wants to increase their effectiveness in networking."

-Tye M.Elliott, State Sales Coordinator, Pennsylvania-West AFLAC

"As an agency head for many years I have come to embrace the holy grail of agency building. One of the secrets to industry leading retention and performance is to create a "greenhouse" environment that generates an endless supply of qualified prospects. The key is to teach producers the act of "fishing" and no one does this better than Michael Goldberg. His unique communication skills, boundless energy, state of the art networking techniques and accountability put him at the head of his class. In my humble opinion no agency networking/prospecting program is complete without Michael Goldberg."

-Gerald J. Clericuzio, Chairman, International Planning Alliance

"Mike has made a tremendous impact on our management team by helping them communicate more effectively in the recruiting in the recruiting and the sales process. He has provided leadership guidance and tremendous communication skills to help our organization get to the next level. Michael Goldberg has been a true partner."

-Dominick Iorio, Managing Director, Bridge Financial Group an office of MetLife

"I was more than pleased; I was impressed with your presentation. I found your message not only interesting and informative; I was also impressed with your comfortableness and ease in presenting your message. Your energized presentation was a breath of fresh air to the more 'traditional' speakers which we have had in the past. It is always a pleasure watching someone speak with passion and be able to so easily keep so many hanging on their every word. Many of the Coordinators have told me that they are still using your methods which you have taught, almost a year after seeing you ... that's results!"

-Michael S. Chille, Vice President, Northeast Territory Director, Aflac

"Michael Goldberg was exactly what our organization needed - a dynamic platform speaker that provides relevant information that reinforces our culture of high activity and impacting client lives. His straight-forward approach and practical strategies were accepted and embraced by many in our firm. We will be bringing Michael back to build on the program and assist our advisors building markets and networking effectively in today's marketplace."

**-Edward Deutschlander, North Star Resource Group, Co-President, COO;
Immediate Past President of GAMA International 2008-2009**