

Success Story: **RAY CROFF**

Slow economic recovery and a floundering insurance business brought Ray Croff to a career crossroads. Would he stay in the financial industry, or seek another career?

Soon after taking a sales seminar from Sales/Business coach, Chuck Bauer, Ray contacted Chuck, qualified for his Professional Sales Coaching Program, and enrolled. Ray's immediate implementation of new practices and strategies learned from Coach Chuck has led to continuing benefits.

Including An Amazing...

105%
INCOME INCREASE
IN THE FIRST YEAR

CLIENT APPOINTMENT "SHOW
RATE" INCREASED FROM
67% → 89%

"I get paid weekly and I am attaching my pay for the last 3 weeks: a total of \$36,664. I also expect to be paid approximately \$8,000 next Tuesday. This will bring my month to almost \$45,000. I owe such fabulous progress—unheard of in my field—to the system I have in place because of Chuck's coaching program!"

—Ray Croff, President, Turtle Creek Financial Group

Work Smart, Make More, In Less Time!
More Sales Success Stories May Be Found At:
chuckbauer.com/success



Pre-Coaching Challenges

- Income At Mere Survival Level
- Trouble Getting Back to Prospects
- Too Many No-Show Appointments
- No Set Procedures
- Few Systems in Place
- Ineffective Closure
- Lack of Time Management

Major Accomplishments Since Starting Coaching

- \$45K Best Income Month Ever
- Accountability Performed Daily
- Structured Weekly Schedule in Place
- Qualified for M.D.R.T.
- Stopped Over-Thinking
- Increased Quality Time Off
- Excelled in Coach Chuck's 8 Keys to Extraordinary Success
- **And Much, Much More!**

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