

The Kahle Way® Sales Management Seminar Evaluation Form

Location: Orlando, FL

Date: November 17 & 18, 2011

Name: _____

Company: _____

Please circle the number from -5 (strongly disagree) to +5 (strongly agree) that indicates your response.

1. The section on *Annual Goal Setting Meeting* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 (+5)
Comments: _____
2. The section on *Monthly Kahle Way® Conferences* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 (+5)
Comments: _____
3. The section on *Manage the Training and Development* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 (+4) +5
Comments: _____
4. The section on *Coaching and Counseling* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 (+4) +5
Comments: _____
5. The section on *Hiring Good Salespeople* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 (+5)
Comments: _____
6. The format (1/2 day, dinner, 1/2 day) worked well.
-5 -4 -3 -2 -1 0 +1 +2 +3 (+4) +5
Comments: _____
7. The written materials were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 (+5)
Comments: _____
8. The exercises were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 (+4) +5
Comments: _____
9. The discussions with other participants were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 (+4) +5
Comments: _____
10. The best thing you received from this program is: System for Hiring!
How about one-on-one

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11. The one change you would suggest is: Hotel was ok, Better Restaurant Lounge would have been nice (small detail)

12. If you thought this seminar was valuable, please write something below that could be used in promotional materials. You may be quoted.

Seminar will help me manage and lead my sales force more effectively and efficiently. Well worth the time and cost to attend.

13. If it were made very easy for you, would you write a letter of recommendation for Dave?

Yes No

14. To what degree are you satisfied with the current level of competency of your sales force? (Check one line)

- very satisfied
 some what satisfied. They could be better.
 some what unsatisfied. They need to be better.
 very unsatisfied.

15. What sort of training have they had? (Check the one line that most applies)

- we have a specific sales process and all salespeople are thoroughly trained in that process.
 we provide training in sales techniques annually.
 we provide training in sales techniques monthly.
 we have occasionally sent them to seminars or brought in trainers.
 we expect them to learn on the job.

16. How many salespeople do you expect to hire in the next three years?

- less than five.
 5 - 10
 10 - 50
 50 - 100
 100 +

Thank You.

Please return to cheryl@davekahle.com, or fax to 616-451-9412, or mail to:
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Comments: _____
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-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
4. The section on *Coaching and Counseling* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
5. The section on *Hiring Good Salespeople* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
6. The format (1/2 day, dinner, 1/2 day) worked well.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
7. The written materials were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
8. The exercises were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
9. The discussions with other participants were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
10. The best thing you received from this program is: - Simply the process
& progression → This thought organizing is very helpful

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11. The one change you would suggest is: Dave, finding the info on your website is difficult, specifically the seminar info.
12. If you thought this seminar was valuable, please write something below that could be used in promotional materials. You may be quoted.
- _____
- _____
- _____
13. If it were made very easy for you, would you write a letter of recommendation for Dave?
 Yes No
14. To what degree are you satisfied with the current level of competency of your sales force?
(Check one line)
 very satisfied
 some what satisfied. They could be better.
 some what unsatisfied. They need to be better.
 very unsatisfied.
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Comments: _____
2. The section on *Monthly Kahle Way® Conferences* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
3. The section on *Manage the Training and Development* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
4. The section on *Coaching and Counseling* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
5. The section on *Hiring Good Salespeople* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
6. The format (1/2 day, dinner, 1/2 day) worked well.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
7. The written materials were helpful.
Comments: Materials did not go to line up w/ Slides -
Needs improvement
8. The exercises were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: Need more exercises (small group)
9. The discussions with other participants were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
10. The best thing you received from this program is: _____
Interaction w/ others is key to
success of this program

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11. The one change you would suggest is: too much selling of books,
tapes, services.

12. If you thought this seminar was valuable, please write something below that could be used in promotional materials. You may be quoted.

13. If it were made very easy for you, would you write a letter of recommendation for Dave?
 Yes No

14. To what degree are you satisfied with the current level of competency of your sales force?
(Check one line)
 very satisfied
 some what satisfied. They could be better.
 some what unsatisfied. They need to be better.
 very unsatisfied.

15. What sort of training have they had? (Check the one line that most applies)
 we have a specific sales process and all salespeople are thoroughly trained in that process.
 we provide training in sales techniques annually.
 we provide training in sales techniques monthly.
 we have occasionally sent them to seminars or brought in trainers.
 we expect them to learn on the job.

currently use of Kahle way Selling System

16. How many salespeople do you expect to hire in the next three years?
 less than five.
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 10 - 50
 50 - 100
 100 +

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Name: Ray Miller Company: Northway Computers

Please circle the number from -5 (strongly disagree) to +5 (strongly agree) that indicates your response.

1. The section on *Annual Goal Setting Meeting* was useful.
-5 -4 -3 -2 -1 0 +1 3 +3 +4 +5
Comments: _____
2. The section on *Monthly Kahle Way® Conferences* was useful.
-5 -4 -3 -2 -1 0 +1 3 +3 +4 +5
Comments: _____
3. The section on *Manage the Training and Development* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 4 +5
Comments: _____
4. The section on *Coaching and Counseling* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 4 +5
Comments: _____
5. The section on *Hiring Good Salespeople* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 5
Comments: _____
6. The format (1/2 day, dinner, 1/2 day) worked well.
-5 -4 -3 -2 -1 0 +1 +2 +3 4 +5
Comments: _____
7. The written materials were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 4 +5
Comments: _____
8. The exercises were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 4 +5
Comments: _____
9. The discussions with other participants were helpful.
-5 -4 -3 -2 -1 0 +1 +2 5 +4 +5
Comments: _____
10. The best thing you received from this program is: An sense of urgency to
take responsibility to change. Now knowing how to do so.

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11. The one change you would suggest is: _____
Possibly a section of "what I do as a sales manager - an
introduction to some of the participants"
12. If you thought this seminar was valuable, please write something below that could be used in promotional materials. You may be quoted.

13. If it were made very easy for you, would you write a letter of recommendation for Dave?
 Yes No
14. To what degree are you satisfied with the current level of competency of your sales force?
(Check one line)
 very satisfied
 somewhat satisfied. They could be better.
 somewhat unsatisfied. They need to be better.
 very unsatisfied.
15. What sort of training have they had? (Check the one line that most applies)
 we have a specific sales process and all salespeople are thoroughly trained in that process.
 we provide training in sales techniques annually.
 we provide training in sales techniques monthly.
 we have occasionally sent them to seminars or brought in trainers.
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Comments: _____
2. The section on *Monthly Kahle Way® Conferences* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 **(4)** +5
Comments: _____
3. The section on *Manage the Training and Development* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 **(4)** +5
Comments: _____
4. The section on *Coaching and Counseling* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 **(4)** +5
Comments: _____
5. The section on *Hiring Good Salespeople* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 **(5)**
Comments: _____
6. The format (1/2 day, dinner, 1/2 day) worked well.
-5 -4 -3 -2 -1 0 +1 +2 +3 **(4)** +5
Comments: _____
7. The written materials were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 **(4)** +5
Comments: _____
8. The exercises were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 **(4)** +5
Comments: _____
9. The discussions with other participants were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 **(4)** +5
Comments: _____
10. The best thing you received from this program is: A ROAD MAP

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11. The one change you would suggest is: _____

12. If you thought this seminar was valuable, please write something below that could be used in promotional materials. You may be quoted.

13. If it were made very easy for you, would you write a letter of recommendation for Dave?

Yes No

14. To what degree are you satisfied with the current level of competency of your sales force?
(Check one line)

- very satisfied
 some what satisfied. They could be better.
 some what unsatisfied. They need to be better.
 very unsatisfied.

15. What sort of training have they had? (Check the one line that most applies)

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Comments: _____
3. The section on *Manage the Training and Development* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 (+4) +5
Comments: _____
4. The section on *Coaching and Counseling* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 (+5)
Comments: _____
5. The section on *Hiring Good Salespeople* was useful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 (+5)
Comments: _____
6. The format (1/2 day, dinner, 1/2 day) worked well.
-5 -4 -3 -2 -1 0 +1 +2 +3 (+4) +5
Comments: _____
7. The written materials were helpful.
-5 -4 -3 -2 -1 0 +1 +2 (+3) +4 +5
Comments: _____
8. The exercises were helpful.
-5 -4 -3 -2 -1 0 +1 +2 (+3) +4 +5
Comments: _____
9. The discussions with other participants were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 (+4) +5
Comments: _____
10. The best thing you received from this program is: _____

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11. The one change you would suggest is: _____

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13. If it were made very easy for you, would you write a letter of recommendation for Dave?

Yes No

14. To what degree are you satisfied with the current level of competency of your sales force?
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Comments: _____

2. The section on *Monthly Kahle Way® Conferences* was useful.

-5 -4 -3 -2 -1 0 +1 +2 +3 +4 (+5)

Comments: _____

3. The section on *Manage the Training and Development* was useful.

-5 -4 -3 -2 -1 0 +1 +2 +3 +4 (+5)

Comments: _____

4. The section on *Coaching and Counseling* was useful.

-5 -4 -3 -2 -1 0 +1 +2 (+3) +4 +5

Comments: _____

5. The section on *Hiring Good Salespeople* was useful.

-5 -4 -3 -2 -1 0 +1 +2 +3 +4 (+5)

Comments: _____

6. The format (1/2 day, dinner, 1/2 day) worked well.

-5 -4 -3 -2 -1 0 +1 +2 (+3) +4 +5

Comments: _____

7. The written materials were helpful.

-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5

Comments: I'm sure they will be (+5)

8. The exercises were helpful.

-5 -4 -3 -2 -1 0 +1 (+2) +3 +4 +5

Comments: _____

9. The discussions with other participants were helpful.

-5 -4 -3 -2 -1 0 +1 +2 (+3) +4 +5

Comments: _____

10. The best thing you received from this program is: _____

Hiring Practices

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11. The one change you would suggest is: _____

12. If you thought this seminar was valuable, please write something below that could be used in promotional materials. You may be quoted.
*Most attend for sales managers
whether new or seasoned*

13. If it were made very easy for you, would you write a letter of recommendation for Dave?
 Yes No

14. To what degree are you satisfied with the current level of competency of your sales force?
(Check one line)
 very satisfied
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Comments: _____
7. The written materials were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
8. The exercises were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
9. The discussions with other participants were helpful.
-5 -4 -3 -2 -1 0 +1 +2 +3 +4 +5
Comments: _____
10. The best thing you received from this program is: Training & Development
of Sales Force

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11. The one change you would suggest is: _____

12. If you thought this seminar was valuable, please write something below that could be used in promotional materials. You may be quoted.

13. If it were made very easy for you, would you write a letter of recommendation for Dave?
____ Yes ____ No
14. To what degree are you satisfied with the current level of competency of your sales force?
(Check one line)
____ very satisfied
 some what satisfied. They could be better.
____ some what unsatisfied. They need to be better.
____ very unsatisfied.
15. What sort of training have they had? (Check the one line that most applies)
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