

# The RESPECT FACTOR™

**From IBM to the financial services industry, to the United States Army, to the members of his community, Jack Perry has been – first and always – a leader.**

Some people dream about it, some read about it, some talk about it. Jack Perry simply went out and did it – continues to do it – and he has the results to prove it. He takes pride in the mentoring of his young partners, ranging from IBM to financial services. Jack develops the people; the numbers quite naturally follow.

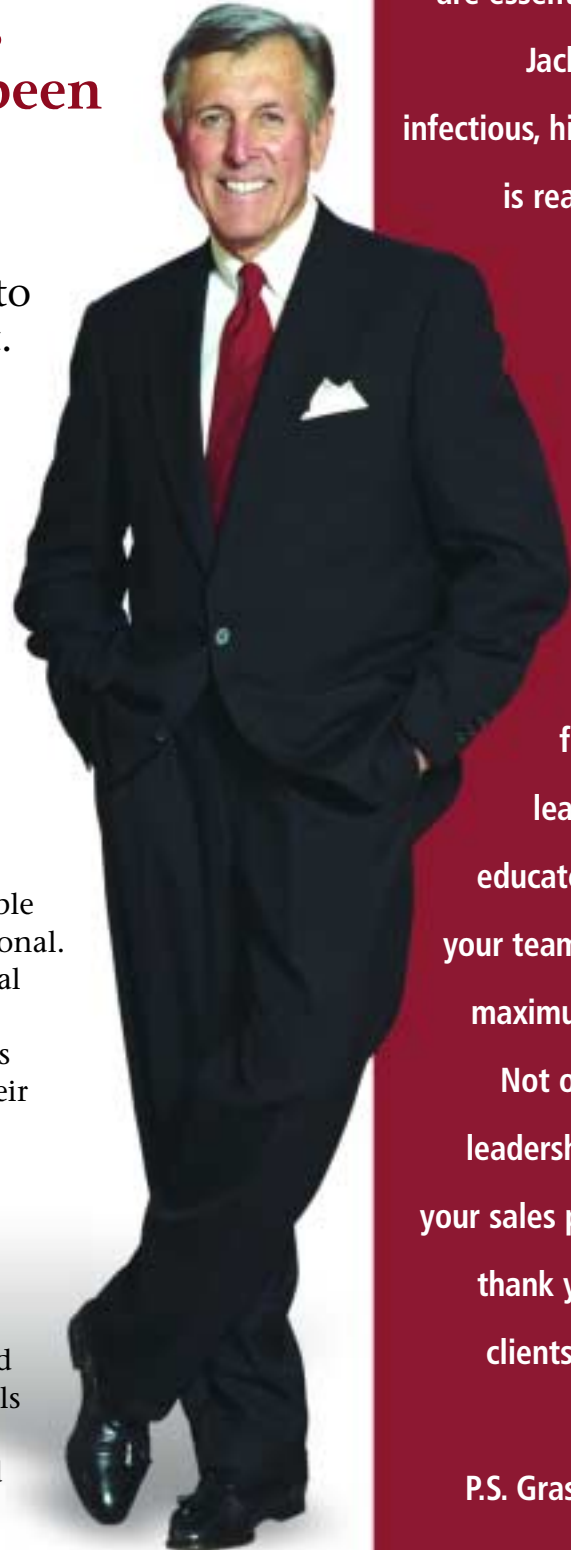
## **Learn from a Man Who Has Done It.**

Jack not only talks the talk, he walks the walk. As a boy, his ranch foreman dad gave him the very special life gift of grit. He made Jack blue-collar tough; he began by harvesting crops in the fields. There Jack learned the basic values of committing to do the best that you can, to believe in yourself and others, and to take pride in all that you undertake.

Using these core values, he worked his way from humble beginnings to become a highly respected sales professional. Jack has distilled the lessons of his success into practical and proven concepts, which he shares with audiences throughout the country. Personal experiences from his journey have helped others encounter and tap into their inner potential.

## **Sales People and Leaders of All Levels Can Benefit from Jack's Expertise.**

Jack's personal insights into the science of selling will immediately give the new hires a laser focus while pushing the veterans out of their comfort zones toward greater potential. Under his tutelage, sales professionals and leaders of all experience levels and backgrounds have earned record numbers. Many have gone forward to attain leadership roles in senior management.



Professional selling skills are essential life tools.

Jack's passion is infectious, his experience is real life and his

knowledge undeniable.

So give your leadership and sales

team a

wake-up call from a tested

leader who will educate and inspire

your team to reach its maximum potential.

Not only will your leadership team and your sales professionals thank you, but your clients will as well.

P.S. Grasp the power of respect.



For more information, visit [www.therespectfactor.com](http://www.therespectfactor.com)