

# REFERENCES:

## **I. Jeff Hardesty, President, [www.Convert More Sales.com](http://www.ConvertMoreSales.com) (The X2 Sales System):**

### **[Jeff Hardesty](#)**

**President JDH Group, Inc. > X2 Sales System > Initiator Bootcamp**

I've worked with Tom over the years in several capacities, first as a VP of Sales when he was my major sales recruiter and most recently he was my lead generator for implementing my sales performance improvement system into regional and national sales organizations.

Tom has a tremendous aptitude for professional sales and most certainly strategic sales.

He understands relevant business issues as they apply to his clients and prospects and works diligently to get 'Results'.

February 18, 2009, Jeff was Thomas S.'s client

## **II. Jeff Myers, Branch Manager, MCI Direct:**

### **[Jeff Myers](#)**

**Currently: Instructor for Wake Technical College; Prior: Branch Manager, MCI Direct**

Thomas McDonald has to be one of the most organized and detail oriented professionals in the business. Tom's focus on products and services is customer targeted. He has a very strategic ability to match product to customer needs.

April 8, 2009, Jeff managed Thomas S. at MCI Direct

## **III. Randy Beers, Owner, Randy Beers Auto Care Center**

### **[Randy Beers](#)**

**Owner at Randy Beers Auto Care Center**

I have worked with Tom multiple times over multiple years. He has consistently provided with me with the most appropriate solution that directly addressed my individual needs. I highly recommend Tom and his professional services.

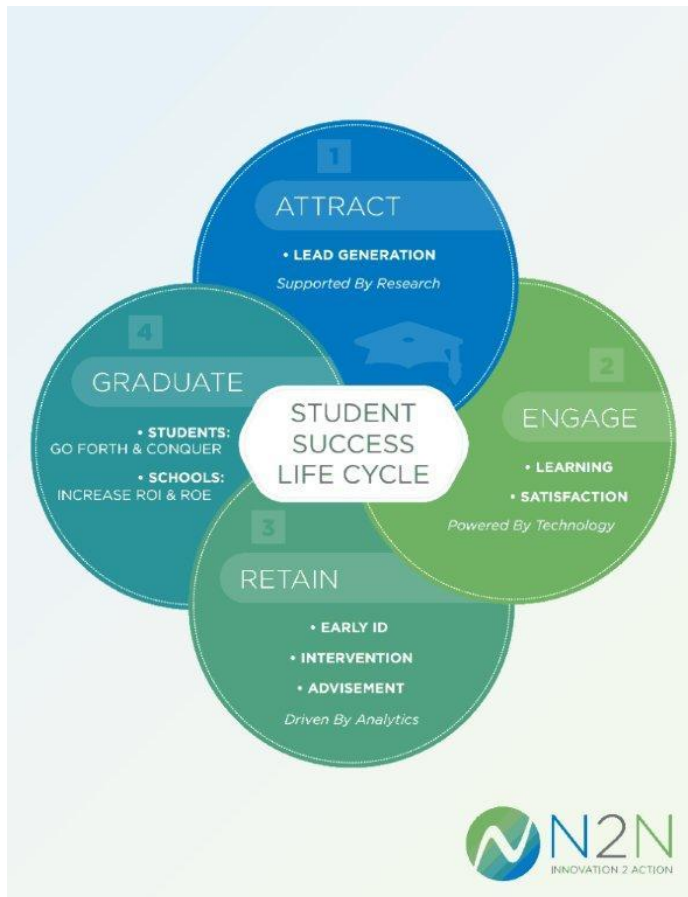
March 23, 2009, Randy was Thomas S.'s client and is a lifelong personal friend of Thoms S.'s

# SALES AWARDS, ACKNOWLEDGEMENTS, ACCOMPLISHMENTS:

## A. N2N Services:

Researched and Created Strategic Initiative and Graphic:

Lead webinar participant generator



## B. JDH Group > X2 Sales System > Initiator Bootcamp:

Advanced client Business to Business (B2B), lead to appointment ratios by 600% and generated an average client return on investment of 1200+%

Sales appointment setting system that guaranteed a 51%+, conversation to appointment ratio

### **C. Management Recruiters of Winona:**

*Pacesetter; Award Trip to Puerto Rico*

Qualified for and Participated in Second Sales Contest; Sanibel/Captiva Islands, Florida:



### **D. MCI Direct:**

*New Horizon; March 1997*

*Winner of Three Company Sales Incentive Trips*



*Account Executive of the Month, March, 1998:*



*Account Executive of the Month: May, 1998:*





*Account Executive of the Month: June, 1998*



*Quality Edge, August 23, 1997:*



*Quality Edge Award, March 9, 1998 & August 8, 1998;*



*Branch Elite Award; August 23, 1997 & August 8, 1998*

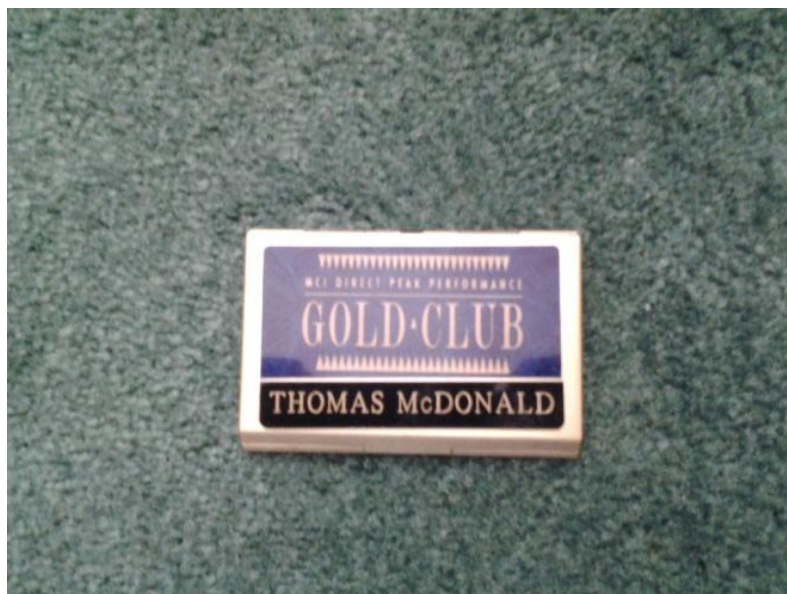




*Best Pass Rate:*

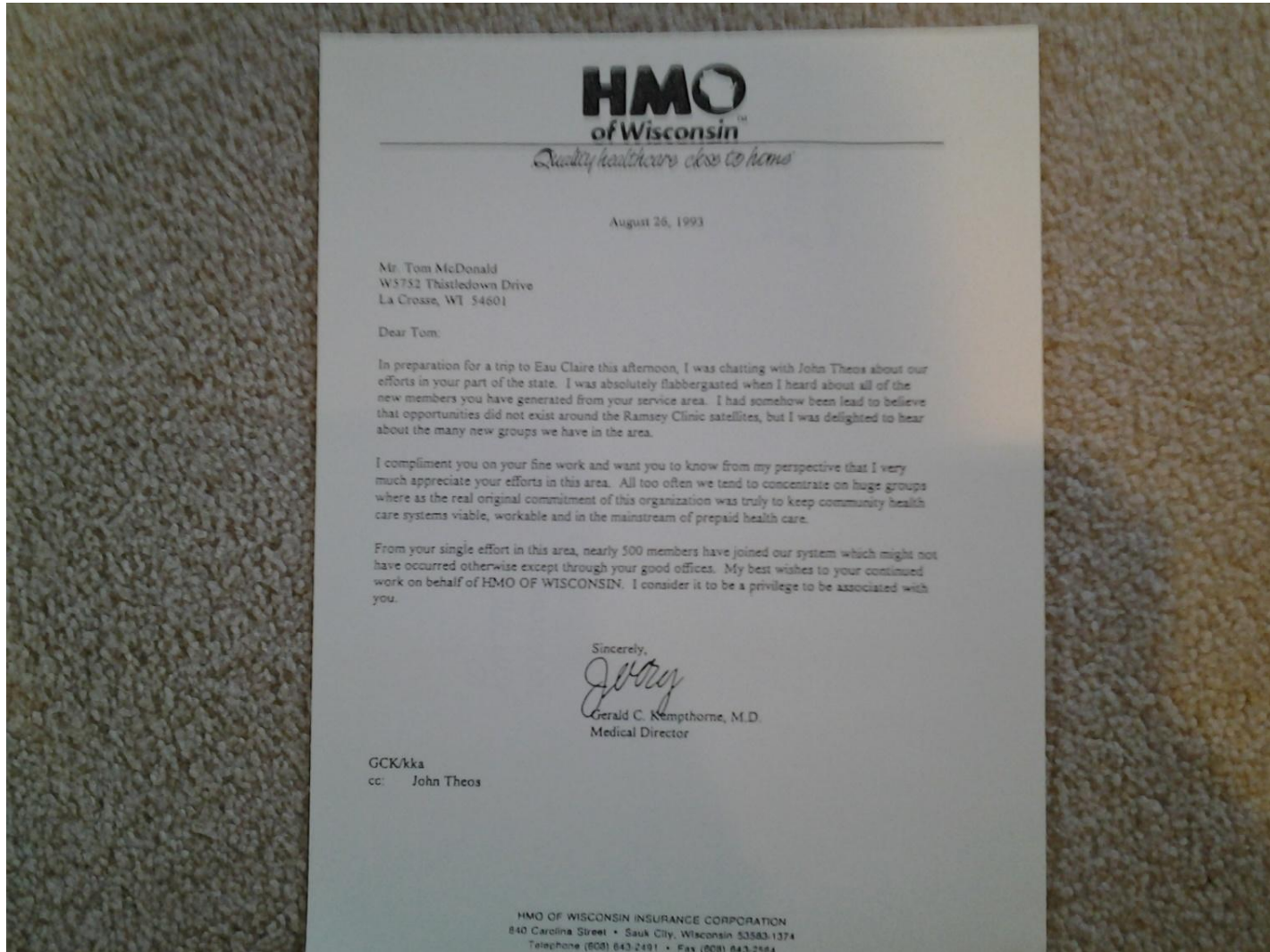


*Gold Club:*



## E. HMO OF WISCONSIN:

*Most Profitable Sales Territory, Overall August 26, 1993:*





July 8, 1994:

