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## Building A High Performance Team Client Feedback

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"What would we do without you?! Everyone had HUGE take-aways from your comments and analysis. Each person in the meeting individually pulled me aside and had these comments and more: "I love those meetings", "Those meetings are so helpful", "How do they know these things about me?", "Thank you so much for these Paragon sessions!" In my last two appointments, I changed my sales process. You made me realize that sometimes I like to cram things down people's throats. I've added more "quality time" to my meetings and literally brought in more assets in the last day, I believe, as a result of the approach change. I heard "Joe, thank you for taking the time to talk today." Bev loves your segmenting idea (time blocking etc), and Angela will be getting more involved with clients. Thanks." **Joe**

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"We all have an exceptionally positive feeling following your coaching session. On a scale of 1 to 10, it was an 11. What you accomplished in 75 minutes saved us months of trying to figure some of this stuff out. Thanks again." **Gary**

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"Amanda, Thanks again for your overview today. We all agreed that it was very productive and provided valuable insight into their business planning. As always, we appreciate the personal touch that we receive from you & Krista and look forward to our next exchange." **John (Branch Manager)**

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"The session was useful for it allowed us to sit as a group again & try to figure out who we are and where we fit. We are in the midst of two searches for new people which is 'big stuff' for us and critical to our future effectiveness. We will not hire anyone who you have not profiled and who we have any doubt brings a skill and trait make up that fits our needs." **Michael**

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"I realize that it can be difficult to be on a conference call with 6 people on the other end, however, I thought that it went very smoothly. Everyone was impressed and enlightened. I feel as a team that we have a much greater chance of success by understanding, appreciating, and respecting each other's unique differences, and we understand better how to plug into each other. Conferencing with you was the right thing to do in enabling us to integrate this information. We thought you did a marvelous job of simplifying and interpreting this complex data. I know we are all enlightened and better for having this information, and as a bonus it has helped to make this process fun." **Dean**

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"Amanda, I think you did a fabulous job on the call we had. Your analysis was right on the money and the insight you provided brought total clarity to the situation at hand. You addressed all of our concerns, cleared up any lingering doubts, and gave a clear path towards structuring a dynamic team which will play to all of our strengths. Thanks for all your assistance and I look forward to working with you in the future." **Phyllis**

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"Your discussion was most helpful to all of us. It really helped us to clarify how we should conduct some of our interpersonal relationships, solidify some of the thoughts and actions we were about to embark upon, and make some team members more comfortable with their roles. You gave us several immediately actionable ideas and we are grateful for that. Your use of analogies and ability to put relatively complicated topics into practical terms is a real talent." **Joseph**

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If you are ready to take your team to the next level, call us. We can help you Build a High Performance Team and maximize the most valuable asset in your business – your TEAM.