

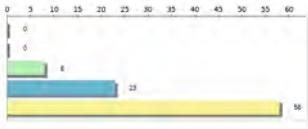




2019 Sales Leaders Conference

October 15-17, 2019
Ft. Lauderdale, FL

General Session 1: Don't Be "A" Leader be "THE" Leader

Session Evaluation

	Poor Score=1	Fair Score=2	Satisfactory Score=3	Good Score=4	Excellent Score=5		Response total	Average score
Overall session content	0% (0)	0% (0)	1.11% (1)	14.44% (13)	84.44% (76)		90	4.83
Stated learning objectives	0% (0)	0% (0)	0% (0)	24.72% (22)	75.28% (67)		89	4.75
Presentation materials	0% (0)	0% (0)	8.99% (8)	25.84% (23)	65.17% (58)		89	4.56
Length of the session	0% (0)	0% (0)	0% (0)	20.23% (18)	79.78% (71)		89	4.80
Overall experience with this session	0% (0)	0% (0)	0% (0)	15.91% (14)	84.09% (74)		88	4.84
Average rating								4.76

Statistics based on 90 respondents;

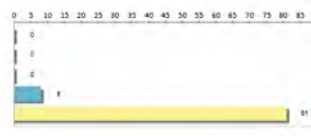

Please provide any additional comments or suggestions about this session/topic.

		Response total
#	Responses	
5	Really appreciate the ability to take 2-3 little things away from this presentation that can be implemented right away!	
6	Job well done! This was a very valuable use of my time.	
7	You focused on sales and did a great job with that	
13	The last morning is always tough. Low attendance, low energy	
19	Probably THE best speaker I have ever heard. Informational, educational, inspiring, entertaining....I was wishing it was longer!	
23	Very clear, straight forward, easy to follow.	
24	Appreciate the tactical approach to this topic!	
27	Great speakers and breakout sessions.	
30	Best FCC Services Conference I have ever been to!	
31	This was my first time attending and I cant say enough about it. Loved this experience, only suggestion I would have is maybe take out one keynote and give the associations more time at the round table discussions.	
33	Excellent slate of high quality, relevant speakers.	
35	Best speaker of the conference. Great message, material and delivery. Was very disappointing that the media did not work. Avery handled it very professionally but it was definitely disappointing for the cost of the conference and this speaker.	
37	Top notch. I really enjoy this conference. Have attended multiple times over the years.	
40	I thought this was a good conference. I wish all of the conference materials were online before the conference. I know a this time is an author trademark issue.	
43	i was unable to attend this session	
47	One of the few Conferences I have attended where it was easy to maintain focus, presenters were excellent, content was excellent. Nice work!	
58	Great content and easy to apply to our jobs	
60	Ryan was a great way to kick off the conference. I really enjoyed this session and his break out. Very entertaining and knowledgeable. Probably the highlight of the conference for me.	
68	One of the best I've heard in quite awhile.	
72	Joette, this was a great selection for a speaker. Good content, easy to understand, connected well with the audience.	
73	One of the best if not the best Sales Conference I have attended.	
75	Practical application	
76	Excellent speakers and content throughout the total session. Very much on target with useful take-aways to be applied in the real world settings.	
80	Ryan was a great speaker. His content was very relevant and he provided some very good action items to take home and work on immediately.	
82	Ryan presented lots of nuggets to be successful in management and sales.	
83	One of the best presentations	
86	Excellent Conference.	
		27

Statistics based on 27 respondents;

Please rate the Speaker(s)

Ryan Avery

	Poor Score=1	Fair Score=2	Satisfactory Score=3	Good Score=4	Excellent Score=5		Response total	Average score
Knowledge of subject matter	0% (0)	0% (0)	0% (0)	8.99% (8)	91.01% (81)		89	4.91
Overall rating of the speaker	0% (0)	0% (0)	1.11% (1)	11.11% (10)	87.78% (79)		90	4.87
Average rating								4.89

Statistics based on 90 respondents;

Please provide any additional comments or suggestions for the speaker.

		Response total
#	Responses	
5	Excellent story teller!	
7	First session very good. Breakout session he seemed less prepared	
10	Ryan was excellent. Really liked him. Very helpful	
15	Ryan did an excellent job handling the tech issue that prevented him from showing his slides. He set everyone at ease.	
16	Tremendous speaker...outstanding!	
18	Such a down to earth authentic presenter.	
19	Ryan, you are not A speaker....you are THE speaker! In seriousness, I get so much out of your sessions. Thank you for sharing your time with Farm Credit.	
31	Ryan did a very good job of being able to adapt to challenges. Even though he talked with a lot about his subject matter the thing that impressed me the most is how he handled his power point not working and how he treated the team that was doing their best to fix the issue.	
39	Ryan was a great speaker. He clearly laid out the expectations for the session and kept the audience engaged.	
40	I felt Ryan did well. Content was fresh to me.	
43	I was unable to attend this session	
58	Great job of connecting with the crowd.	
60	Keep doing what you're doing.	
62	Ryan did a great job, would love to see him again.	
75	Set the tone for a great conference - rarely have we had any training on communication skills	
84	He was a very engaging speaker. He provided great and simple takeaways.	
		16

Statistics based on 16 respondents;