



FANTASTIC NEWS



- 1) **Duane Harter, WA** – My first referral from a paid referral source resulted in \$30,000 savings per year for EPP (that's \$45,000 in revenue for me)...second referral just signed for EPP pilot for three locations with 96 locations possible...third referral from same source signing for SPS with more than \$200,000 in FedEx annual spending.
- 2) **Lyll Newby, NC** – Just saved new client \$100,000 for EPP...\$50,000 to me!
- 3) **Neil Hostein, ON** – Won a government bid for a public sector telecom account, have found nearly \$340,000 in annual savings for the client.
- 4) **Patrick McElderry, SC** – Small telecom client referred me to a business in their building – my revenue from my share of the savings is \$66,000 over the next three years (small clients result in big income through referrals!).
- 5) **Lyll Newby, NC** – Just implemented two small package shipping clients – one for \$98,000 in savings in the construction industry, and the other for \$22,000 in the auto specialty parts distribution industry. Also implementing two telecom clients and have an EPP client in process that has a monthly volume of \$350,000.
- 6) **Lance Spracklen, TX** – Just completed telecom production for a client for 80% savings – reduced their bills from \$5,000 a month to \$1,000 a month – that's \$2,000 per month of revenue for me over the next three years!
- 7) **Neil Hostein, ON** – Persistence pays off – followed up periodically with a public sector client over the span of four years – just saved them \$105,000 for wireless and also moved them to an alternate hosted solution for another \$45,000 to us.
- 8) **Adam Stauffer & Neil Brady** – Just implemented telecom solutions for \$30,000 in savings per year plus \$10,000 in billing error credits – was referred to this client by an association. We are working on shipping and merchant services now.
- 9) **Sean Fox, OH** – In November we had 10 primary and supplementary recommendations approved that will generate fees to me of \$210,000.
- 10) **Hernan Popper, MB** – My first rural municipality client implemented \$30,000 in savings – I'm now gathering invoices for a second rural municipality and a third is ready to proceed – rural municipalities (and municipalities in general) offer lots of contacts and opportunities in this vertical.
- 11) **Marc Schwalb, PA** – Just saved a mechanical contractor \$20,500 per year on their Verizon Wireless plans – that's more than \$10,000 to me each year.
- 12) **Axel Nafthal, NS** – Signed a client in the fall for shipping, telecom and merchant services – the SPS savings were so small that we didn't charge them our fees. They were so happy with how we did business that they just implemented our telecom and merchant services recommendations for





- \$15,000 in savings a year – they'll also refer us to their colleagues.
- 13) **Marty Otzenberger, NV** – Industrial client just approved wireless savings of approximately \$120,000 per year – that's \$180,000 to me over the next three years! We are now looking at the rest of their telecom as well as their merchant services, so more to come.
 - 14) **Greg Lowry, CA** – We did a follow-up of an existing E-Rate client with savings of \$282,000 per year on wireless and landlines – that's revenue of \$423,000 for me over the next three years.
 - 15) **Don Johnston, MI** – Just saved a car dealer \$23,000 for small package shipping – we were able to keep them with their existing vendor and all they had to do was provide a signature for a new rate we negotiated for them.
 - 16) **Todd Ledet, TX** – I was able to save my first client \$12,000 in savings. That's \$6,000 to me a year over the next three years, which means my first client ever netted me \$18,000 in income.
 - 17) **Matt Denburg, CA** – Just received approval from a University for our wireless and wireline recommendations that will save them \$140,000 every year. That's \$210,000 revenue for us over the next three years.
 - 18) **Matt McCarthy, CT** – Saved a municipality \$27,000 on their merchant services.
 - 19) **Marc Schwalb, PA** – Earned over \$82,000 in revenue this month. Saved them money in all four categories – \$9,000 of this was from my first waste client, has been a great addition for my business. Earned \$13,677 from one EPP client and \$24,750 from another EPP client. I earned \$20,250 from a telecom commercial maintenance company, and SPS for three small companies netted me \$14,775.
 - 20) **Lyall Newby, NC** – Had a telecom client that signed up for a merchant services audit – we saved them \$358,000, which resulted in \$179,000 to us. We also just signed a venture capital group for EPP and telecom at all six of their companies.
 - 21) **William McKissock, FL** – Signed a really great shipping client for \$48,000 per year – that's \$144,000 over the next three years, which results in \$72,000 in revenue for us.
 - 22) **Rich Bartolotta, GA** – Just received a sign off on a small package shipping client for \$59,000 in annual savings without having to change their vendor. Getting a sign off from the client on EPP savings of \$18,000 per year – that's almost \$40,000 per year from this client over the next three years!
 - 23) **Brian O'Sullivan, DE** – First month out of training and we have signed six clients already! Also in the process of signing a client with 11 businesses, a 9-location tire store, a Safety Supply Company, a Kia dealer and a three-location restaurant chain client. What a great start to our business!
 - 24) **Steve Yates & Doug Valva** – Just saved a client over \$198,000 for EPP with incumbent vendor and there may still be some billing error recovery on top of that! That's \$99,000 for us!
 - 25) **Ganesh and Kavita Shermon, ON** – Implemented savings for our first small package shipping client, saved them \$75,000. Great to offer so many services to our clients!
 - 26) **Chris Lopez, NJ** – Have a corporate training client that we just saved \$228,000 on their teleconferencing! That's \$114,000 for me!
 - 27) **Patrick Delehanty, CT** – Wow – client just saved approximately 50% on their wireless costs, resulting in \$114,000 in savings per year over the next three years without having to change their vendors. That's \$170,000 for me!
 - 28) **Mickey Pendergast, AB** – Just saved a condo corporation \$9,500 per year in waste (almost 35% in annual savings). Waste is an awesome opportunity with clients who we couldn't help before.
 - 29) **Patrick McElderry, SC** – Head Office merchant services team found \$30,000 in savings for my fourth dry-cleaning client, as well as \$15,000 in savings for another client – both these clients were able to remain with their existing vendors. That's easy money for me!

