

# Selected Testimonials

## From Consulting Firms & Associations



“David’s consulting sales prowess is amazing. He showed us the finer points of how to market our business and make a successful sales call. We landed a huge new account within weeks of starting with David

— Bob Endres, CEO, Synaptic Decisions



“We were in the process of drastically altering the nature of our consulting practice, and your program gave us the ability to focus on getting engagements much sooner than we had anticipated.”

— Michael Aarons, CEO, XOMETRIX



“After hearing David speak, I invited him to present at the Unanet Champions Conference. Even consultants who are struggling with government contracts gave raving reviews on his interactive session.”

— Fran Craig, CEO, Unanet



David’s program was worth every penny. We truly enjoyed it and found much more applied to our practice than we originally anticipated.”

— John Foster, CEO, Bedford & Main



“Mission accomplished. David is exceptionally resourceful, proactive, and thinks creatively. I thoroughly enjoyed personally working with David. He is highly, highly responsive and did a great job for us.”

— Gadi Saaroni, Worldwide Head, Parexel Consulting



David’s materials and training are the best I’ve seen in 20 years. It’s well thought through and impeccably delivered.”

— Sanjiv Mittal, VP & GM, Applied Materials Global Services

### Contact David A. Fields:

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“You’re an engaging and stimulating speaker and I learned a great deal from you in just an hour – all of which I can apply directly to making a heck of a lot more rain. Plus, you are a rare and refreshing blend of brilliance and humility. Not many people at your impressive level of success are simultaneously dynamic and approachable.

— Amy Wood, President, Association for Consulting Expertise



“Bottom line – your presentation was one of our very best programs, ever. You grabbed our attention and held it. You provided tangible, meaningful value and were able to place us all into some of the familiar “uncomfortable” spaces. Thank you.”

— Geoff Lamdin, CEO, Left Field Solutions



“David, I was in one of your programs a year ago and I use so much of what you taught. And it works! I have closed four deals already this year with global companies, and with your tutelage I am now speaking at national events. Thank you for showing me how to build my reputation, build trust and best of all – how to close deals.”

— Daryl Crockett, CEO, ValidDatum



“David, I would like to thank you for your seminar. I just landed my first huge client! I have you to thank for this. I’ve already had my new consultants start going through your materials to learn what I have been doing and developing for the past 9 months.

— Adam Cooper, Partner, Ascent Consulting



“Plain and simple, David’s strategies work. Utilizing his expertise and guidance I have easily covered my investment with him many, many times over.”

— Tom Borg, CEO, Tom Borg Consulting

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“David helped me understand what I had to do to grow my business, and also how to do it. Now when I meet with prospects clients I have real confidence that I know what I’m doing. His approaches have increased my business. My revenues were up 50% last year and I’m track to increase another 50% this year.”

—Dan Markovitz, CEO, TimeBack Management



David, I can honestly say our ability to close business for higher fees has improved more from each hour spent with you than from years of reading marketing books and sitting through sales training classes. Today we negotiated a contract the way you showed us last week and doubled our normal rates. Thank you!”

— Jamie Broughton, CEO, Footprint Leadership



“David, your advice is consistently right on target — it really blows me away. I changed my language based on your suggestions and The response has been much stronger than I would have ever expected. Now people at events “get me” right away. It is amazing and I would have never expected it.”

— Gale Stafford, The Gale Stafford Company



“David has helped my company bring in projects at higher fees and set our sights on making a much more significant impact - and being compensated for that. The gross revenue on our latest project is about 7 times larger than the typical engagement we used to handle.”

Jaime Campbell, President, Tier One Services



“I was new to the consulting space, but now I now have a highly effective process that has been proven for acquiring clients and maintaining a steady pipeline.

Mark Hedquist, Partner, OakBridge Asset Management

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"We followed your process when talking to the large SoCal city a few weeks back and the results were amazing. NEVER in my professional life has a presentation of mine been so well accepted. Not a single dissenting voice! Not one. Thank you so much for transforming our practice."

— Chris Doig, CEO, Wayferry, Inc.



"I love your content and delivery... well done! That's coming from someone with two master's degrees in related fields, and 20 years in adult learning."

— Karen Carleton, President, Performance Solutions Corp.

### Language Policy for Economic Development

"Your guidance helped generate unexpectedly enthusiastic response from <client>. The project could be HUGE. I am very grateful to you for your counsel. Your points turned out to be incredibly timely and results producing. Thank you so much!!"

— Anne Lomperis, Language Policy for Economic Development



"David, I want to personally thank you for your presentation. I was ready to give up on my business and my dream because of the lack of prospects, but you've given me hope again."

— Ron Hunt, CEO, Hunt Innovations



"I have gained a new client and they are already touting me to their other connections! I attribute this to being able to learn enough of your techniques."

— Tom Chappell, CEO, Breakthrough Strategies Group



"If you are serious about growing your consulting business, working with David is some of the best money spent!"

— Rob Moy, CEO, Moy Consulting

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"David quickly showed me what was needed to get a proposal accepted. As a result, the client loved my proposal and chose the most expensive option. I could not be more pleased."

— Jennifer Smokevich, Founder, Roundtable Consulting



"David, thanks to you, I feel more capable to pull new business through. Getting a complete overview of the process and techniques for every stage was very extremely valuable for me."

— Anatoli Anoumov, Founding Partner, GreenQ Partners

PERFORMANCE FOCUSED  
Consulting & Coaching



"Your programs are excellent, loaded with valuable insights and best practices. They're worth every penny."

— Robert Miller, CEO, PFCC Group

Lean Performance Development, Inc.

"David, I was literally starting a consulting practice. Thanks to your guidance, I have found and started with a significant client!"

— David Levesque, President, Lean Performance Development, Inc.

OLIVIA FOX CABANE

"David, in our consulting profession you are the one person I both admire and respect the most, and whose opinion I value most highly"

— Olivia Fox Cabane, Founder, Charisma Coaches

AMCF

Association of Management  
Consulting Firms

"David's presentation was beyond well-received by our members, which is why we asked him to come back again next year. Fresh ideas and new thinking combined with an engaging style. It was perfect for a group of hard nosed consultants."

— Sally Caputo, CEO, Association of Management Consulting Firms

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