

\*Read more or connect to Glynn here: <http://www.linkedin.com/in/grodean>

## **2009 Online Recommendations**

**Glynn Rodean**

**President & CEO, New Vision Sales Inc.**

[Online recommendations and credentials:](#)

"I hired Glynn and New Vision at my first store in the Charlotte area and they have been with us since. For over three years, our numbers and volume have increased to the point of last month's record and number one status! We utilize both the Complete NVS Virtual BDC service (great ROI) and have Glynn visit and train every month with exceptional results! I strongly recommend Glynn's training and the NVS BDC Appointment setting system. Expert, Great results, Good value July 21, 2009 [Avery Beland](#), DP, Battleground Kia, has retained Glynn and NVS for over 3 years.

"Glynn is an extreme talent and a natural sales and communications expert that can truly "up" your business!" February 15, 2009 [Mark Ficken](#) , *General Manager, Keith Hawthorne ford* was with another company when working with Glynn at New Vision Sales Inc. Powerful Trainer. Mark has hired Glynn and NVS more than once (over 3 years) and is currently (Summer 09) working with the NVS Virtual BDC.

"Glynn is a phenomenal trainer. He has great understanding of the entire sales process. He is very engaging and a great motivator. I would recommend Glynn's services to anyone looking to increase performance from an existing or new sales team." March 2, 2009 [Dan Gourley](#) , *Business Development Manager, Carolina Hyundai, BDM* was with another company when working with Glynn at New Vision Sales Inc. (Glynn trained Dan from recruiting through the ranks of BDM excellence for 2+years)

"I have enjoyed my association with Glynn and worked alongside him in service work. He is in my opinion, a hard worker with integrity and a man among men. I would gladly recommend him." July 17, 2009 [Bob Cranford](#), *owner, R.D. Cranford Horticultural services* was with another company when working with Glynn at New Vision Sales Inc.

"After having been trained by other "experts," I thought that I knew the best way to handle sales calls, but Glynn's training has taken my sales and phone skills to new levels I had never before imagined possible." July 16, 2009 [Kyle Warren](#), BDM and Internet Sales NVS & Assoc.

**Glynn's and NVS Top qualities:** Great Results, Personable, Expert July 16, 2009 [Darren Yerby](#), hired Glynn as a temporary LEAD CALL CENTER in 2009

"Glynn is a reliable knowledgeable and very responsive individual. He is able to provide assistance and guidance in a wide variety of situations. I encourage you to contact Glynn. If he can help you will have found a valuable asset. If he can't help you, he will quickly let you know and provide guidance to someone who can help." July 16, 2009 [Pete Steinhausen](#), *Owner, DELPHI International* was with another company when working with Glynn at New Vision Sales Inc.

"I took your advice from a few of your articles and have a small BDC up and running here at the dealership, dedicated to follow up at this time, and has things progress have them handle incoming sales calls from the floor. After approval of getting a department started, I took your article on how to hire BDC reps and ran an Ad for a Customer Service Representative and received a significant amount of apps, and then phone interviewed the applicants. After all was said and done, we hired 2 pretty strong BDC representatives. I am still training them on an ongoing basis, but with a heavy emphasis on getting up and running ASAP because obviously the owner is looking at one thing, ROI. So I am looking forward to a strong month and increasing this department if we do what needs to get done. Glynn, thank you for all your assistance" June 3, 2009 [Consulted with Glynn in 08 and 09. Durran Cage](#) , *E-Commerce Director, Gary Mathews of Jackson* was with another company when working with Glynn at New Vision Sales Inc.

"I originally got in contact with Glynn and the New Vision Sales team about 5 years ago. At the time I was instructing Car dealerships around the country how to successfully turn a TV media campaign into a large revenue generator for the dealership. Glynn and his team were also training dealerships how to be success full in their own right at that time. Well 5 years later and countless clients we both currently work with has been an absolute pleasure. Glynn and I have helped dealerships across the country make hundreds of thousands of dollars over the years. By Focus Inc maximizing their advertising dollars and Glynn's NVS team and BDC taking advantage of their above average "Skills not scripts training program" makes it easy to see why his clients are so successful. Glynn and I to this day still have mutual clients and I would recommend him to any dealership out there who wants to maximize their leads and closing ratio's." May 22, 2009 [Steve Ellicott](#) , *National Sales Advisor, Focus INC.* was with another company when working with Glynn at New Vision Sales Inc.

"I have known Glynn for years and have been using his BDC room to handle phone calls and appointment setting. He has a very professional organization and produces the needed results." May 12, 2009 **Top qualities:** Great Results, Personable, High Integrity. [Bob Mack](#), Program Facilitator, J.D. Byrider, Charlotte, NC, hired Glynn as a Business Consultant in 2009, and hired Glynn more than once

"Glynn: Follows through on what it says it will and make sure every job is done correctly and to your complete satisfaction." May 7, 2009 **Top qualities:** Great Results, Expert, High Integrity [Carl Wheeler](#) hired Glynn as a Business Consultant in 2008

"Working with Glynn has been a breath of fresh air. He has provided my company with technology solutions and sales tools that have directly improved our results over the past year." March 23, 2009 **Top qualities:** Great Results, Personable, High Integrity [Michael Graffeo](#) hired Glynn as a Real Estate Agent in 2008, and hired Glynn more than once

"Glynn is an awesome trainer with knowledge of business development that is unsurpassed in the industry! While my career area is in the automotive business, Glynn's expertise carries over to any sales organization that involves business development by way of a call center. I will continue to hone my craft using New Vision Sales products and services!" March 4, 2009 **Top qualities:** Great Results, Good Value, Creative [Nathan Moskowitz](#), Scott Clark's Toyota, hired Glynn as a Career Coach in 2009.

"We have been working with Glynn and his team at New Vision for almost 5 years now. There is no one more skilled at working with our Focus Auto Leads. Glynn takes a unique approach to the sales process which I don't see many other places. I highly recommend Glynn and New Vision to anyone seeking BDC services." February 17, 2009 [Rob Anderson](#) , *president, focus* was with another company when working with Glynn at New Vision Sales Inc.

"I worked with Glynn in preparation for the opening of our centralized BDC for the Bill Marsh Auto Group. Glynn was very helpful in preparing me as a manager to train the BDC reps. His knowledge and passion for BDC operations and BDC rep training were instrumental for the successful launch of our BDC in January of 2009. Glynn combines technique through 'skills not scripts', years of experience in the automotive industry and an onsite BDC for proof that his training is real world. Dana W. Pratt III E-

Business Director Bill Marsh Automotive Group” February 16, 2009 **Top qualities:** Great Results, Expert, Good Value [Dana Pratt](#) hired Glynn as a Business Consultant in 2008

“At the time, I was the Vice-President of an outbound call center focused on the home and automobile industries. We were hoping to expand our markets and add some new verticals. However, to do that we would need to become even better than we already were. Enter Glynn Rodean. While we were in discussions with him to become “Captain BDC” he came to our site and spoke to our agents. As I looked around the room, every eye was focused on every word he said. He spoke on the importance of skills, speaking with a smile, asking questions, getting all the facts, and doing this with understanding and empathy in our voice. “Skills not scripts” is the answer to take your call center or your Business Development Center to the next level and that is what Glynn is all about. I highly recommend him to help you design, train, and implement your BDC whether it is home grown, outsourced, or a hybrid. In this current market, no one can afford to let a prospect get away or lose a returning customer. With Glynn on your side that will not happen.” February 15, 2009 **Top qualities:** Great Results, Expert, High Integrity [Chuck Olsen](#) hired Glynn as a Business Consultant in 2008

“Glynn is very innovative and results oriented. He is one of the few consultants that back up what he promotes.” February 11, 2009 **Top qualities:** Great Results, Good Value, Creative [Keith Farrish](#) hired Glynn as a Business Consultant in 2007, and hired Glynn more than once

“Glynn is a top level trainer and speaker. His approach captivates his audience from the beginning and inspires them throughout his presentations. They have fun and at the same time learn to master the fundamentals of business development and he has always been a pleasure to work with.” February 11, 2009 [Tom Herald](#) , *Managing Partner; Executive Consultant, Benjamin Herald Associates* was with another company when working with Glynn at New Vision Sales Inc.

“Glynn is a high character individual with talent and focus. His personal integrity is evident though circumstances change. He is a man of his word who brings real value to the table. A successful market veteran with a long list of satisfied clients and more importantly ... friends.” February 11, 2009 [Dan Rivera](#) , *Chief Technical Officer, New Vision Sales Inc.* worked directly with Glynn at New Vision Sales Inc.

“Glynn Rodean's insights on best BDC practices, and his popular new Hybrid BDC, have changed the way auto dealers view BDC's. No longer is the BDC looked at as another expense, rather as a profit building investment. In the past, starting or improving your BDC seemed to be a time and money consuming challenge. Glynn's invaluable knowledge on BDC and phone skills can be utilized by any auto dealer to cut the fat from bloated BDC's and help any new or small BDC attain huge profits. I highly recommend Glynn Rodean to any auto dealer that is interested in increasing the ROI from their BDC or in-house follow-up departments while decreasing the cost.” February 11, 2009 [Jason Coleman](#), *Marketing Mgr., The Listener Group, and Inc.* was with another company when working with Glynn at New Vision Sales Inc.

“Glynn only brings his A game to the table. His high energy and motivation alone generated an immediate increase in sales for our dealership. We will have Glynn back for refresher's and to update our training” February 11, 2009 **Top qualities:** Great Results, High Integrity, Creative [Bob Mermelstein](#), GM Freysinger Automotive Group, Mechanicsburg and New Cumberland Penn, hired Glynn as a Business Consultant from virtual to in house operations in 2008, and hired Glynn more than once in 2009

“Glynn is an ethical businessperson who puts an emphasis on doing business the right way and treating the customer fairly.” February 11, 2009 [Steven Palmieri](#) , *President/Owner, CMA Financial* was with another company when working with Glynn at New Vision Sales Inc.

“When asked to choose three attributes that best describe Glynn, I needed to have the ability to check them all. I have found Glynn to be an expert in BDC's and his company to exceed all my expectations. At Freedom Suzuki he helped take us to the President's Club in the first year and over perform the market

by 300%. His attention to detail, vast knowledge of the sales process, and continual inventiveness is one reason I continue to do business with him. He has helped me with problems even when not contracted by the dealerships I have managed and is a huge factor in my success. I look forward to a great year in an industry that is having a tough time because of our affiliation with Glynn and New Vision Sales. Jim Carroll” February 10, 2009 **Top qualities:** Great Results, Expert, Good Value [Jim Carroll](#) hired Glynn as a Business Consultant in 2006, and hired Glynn more than once

“Glynn is professional and would recommend him in any business environment.” January 5, 2009 [Joseph Perot](#) , CEO, [www.getacar.com](http://www.getacar.com) was with another company when working with Glynn at New Vision Sales Inc.

“The training I received from Glynn Rodean and New Vision Sales, Inc. has changed my life! Not only did it help me become a better communicator, it taught me to mirror and match other people’s personalities in order to form a better relationship with them. It made me an even better rounded person teaching me how important attitude and taking out the trash is every day! I would STRONGLY recommend Glynn Rodean or New Vision Sales to anyone that asked. If you want to better not only yourself and advance in your career but become more profitable in every aspect of life I would give New Vision a try! [Jessica Morrison, BDM, consultant and trainer.](#)

## Groups and Associations & Credentials:



Advertising Professional



Professional Speakers and Seminar Leaders



Consultants Network



EMarketing Association Network



Automotive Digital Marketing



Online Lead Generation

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Business Development Council

- 



Automotive Management Professionals

- 



Automotive Industry Professionals Worldwide

- 



Closers Association

- 



Webinar Conversion Strategies for Speakers / Consultants / Trainers

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AAE Group - Automotive Recruiting Firm - The "Automotive Aftermarket Experts"

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Automotive Special Finance Association

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Automotive Management and Finance Professionals

#### Honors and Awards:

Industry Expert; Business Development for Auto Dealer Monthly Magazine; Author of "Own the Phone" and "Overcome ANY Objection", highly rated speaker and trainer for seminars, national conventions, boot camps, workshops, etc. Elected Chairman of the Greater Charlotte Business Development Association for 2009. Multiple Manufacturer's President Club sales and management both individually and assisting other dealers to do the same in record time. (Call for details)

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