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## **Kevin's Unique Ability**

**I asked reps, business and family who have known me for years to evaluate my unique ability. These are quotes from their answers :**

### **SERIOUS RESPONSES:**

*"You are a professional experienced salesperson that doesn't act like a salesperson... you act more like a trusted advisor. You're willing to make sacrifices for others."*

*"How I perceive you as uniquely you are in your strengths of steadfastness, humor (in good times and bad which is key) thoughtfulness, fortitude, creativity, mix of gentleness and will, intelligence and loyalty."*

*"A unique ability to make a complicated investment simple for me and my client to understand."*

*"An outside the box strategic partner. An insightful, change agent that provides the dynamite to move people off their status quo with (expletive deleted) humor and catalytic ideas."*

*"To come across an actual human being, willing to be himself and not some company automaton. We already deal with enough of them!"*

*"You are exceptional in three areas where others are strong in one: intellect, creativity and common sense. These three attributes coupled with your passion make your persuasion your unique ability."*



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*”Kevin has taken an active role in the development of my practice and has offered many valuable and unique business approaches. He has done so in a manner that makes us think differently about how we do business.”*

*”That he will focus on the practical solution to a problem (convinced that it is solvable) rather than bemoan that facets of the problem and then convince others that action will overcome it.”*

*”Sales people are told to associate with successful people and learn from successful people- you are a successful person and your persona makes others want to be successful. The fact that you’re a funny bastard doesn’t hurt either!”*

*”You don’t waste my time.”*

*”You seem to be sincerely genuine about wanting to help me rather than just getting me to ‘sell’ for you. You are honest and really believe in what you’re doing... it’s not just a show.”*

*”Because of optimism, expecting the best outcome and blending hard work and practicality to insure it. Humor and grace under fire.”*

*”A truly successful humorist... I have never known a stupid, slow humorist.”*

*”One knows from their first contact with you that they will have to take some form of action and that you will influence that action in a positive fashion and compliment their efforts.*