

# DON'T TAKE OUR WORD FOR IT

see what our clients are saying



**MICHAEL PEOPLES**

President, Strong Home Mortgage

We were looking for a sales trainer to help reinforce our internal training efforts. What we got was so much more. Dale's system of best practices has something for everyone whether you are in your first year or an industry veteran...We are a much better organization and very happy to have partnered with Dale. For those who implement his system, the results will come.



**Jeff Douglas**

CEO, Wyndham Capital Mortgage

I had been told for years that Dale Vermillion was the number one mortgage sales trainer, and I now truly understand why - I've been nothing but pleased with the results and Dale's highly professional and executive approach to taking sales within our organization to the next level.



**Chad Evers**

SVP, Congressional Bank

Based on the results I have seen by partnering with Dale, I could not imagine using another individual, or company for our sales training needs. His ability to connect with individuals and provide excellent results, makes him my go to person for anything Sales. Dale will take your company to the next level, and you will be better for have known him.



**Glenn Toher**

Dir. of Production, DLJ Financial

At DLJ Financial, we found Dale's training to be top notch. Our group is not an easy group to win over, but Dale's training offered refreshing ideas, reinforced best past practices, and solidified the idea that we are doing a lot of things the "right way". He won over our seasoned veteran of Mortgage Professionals. New and seasoned in the mortgage arena, Dale's training is relevant and specific.



**Chad Beldon**

Regional VP, Residential Finance Corp.

Since Dale started working with Residential Finance Corporation, he has propelled our company to a staggering seven consecutive record breaking months and nearly doubled production. His training not only shaped the way loan officers do business, it changed the culture of Residential Finance Corporation from top to bottom. Dale's integrity is of the highest caliber and he is truly the leading expert in his industry. In addition, his personalized attention and dedication to his clients success is unmatched.



**Dave Scilabro**

CGO, harvestROI

Dale Vermillion is by far the most dynamic and inspirational mortgage professional I have met in the industry. I highly recommend Dale Vermillion for any organization that wants a success driven culture of highly motivated sales people that has absolute respect for it's customers...I have personally witnessed Dale, not only teach sales people but mentor the entire management and executive team as well. It's clear that Dale is guided by a strong moral compass and measures his success by the success of those he teaches. His energy and passion for excellence is contagious.



**Steve Nicholas**

Real Estate Management

My national sales team was able to increase productivity by an astounding average of 45% year over year for 4 consecutive years. While also helping us to increase efficiency, his consultation, training and marketing programs paid for themselves countless times over. There are many great business consultants and leaders out there today, many of whom I've worked with and value, but none are better than Dale.



**Brian Howcroft**

MLO, Alliance Home Loans

After our time with Dale, I went from closing 0 loans to 3 or so loans a month, to now having a pipeline of 8 loans for the month of August alone! That's from just using his system right away and it's not even polished into what it truly can be. I've only been licensed for about 1.5 years but I can now say I am truly excited about what the future here holds.



**Matthew McLain**

Sr. Manager, American Equity Mortgage

Dale truly aligns himself with the organization he consults with and delivers a powerful selling approach to its employees



**Bo Hussung**

Managing Director, H2 Management

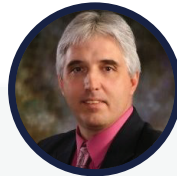
Dale Vermillion is easily one of the most knowledgeable mortgage professionals in the industry today. His experience and expertise are unparalleled and his delivery is easily discerned and understood.



**Michelle Arseneault**

Mortgage Business Analyst, TowneBank

I have been in the mortgage business for over 10 years and this is by far the best training I have ever received. This training has been priceless and worth every penny that I paid.



**Jody Murphy**

Branch Manager, Loan Simple

I thought I had heard just about every "sales pitch" devised to close a deal and I came in to (Dale's) training webinar skeptical. (His) Mortgage Champions Webinar was FANTASTIC. I learned things that I never thought of, never heard from any other loan officer and probably never will.



**Jim Denny**

Sr. Regional Manager, LendingTree

I have been fortunate to work with some of the best talent in the world and believe me, Dale is the BEST OF BEST!

**THE LIST GOES ON**  
but we like trees so we'll spare them



**our team is looking forward to working with you**