

Feb 3, 2012

I have had the pleasure of working with Miles Washburn through the office equipment channel for several years. GreatAmerica is committed to building lifelong and mutually rewarding partnerships with their customers.

Miles was just that, a partner. Miles took the time to better understand the needs of his customers, the people he managed, and his partners in business. He did this through his knowledge in the industry he served, his ability to develop individuals as sales people, and his genuine feelings for people to succeed.

Miles helped me better understand the consultative approach to sales. He taught me that asking the right questions to better understand my customers needs is the only way I would know what value I could bring to them.

I look forward to his success and know firsthand that with his knowledge and ability to train, it will take you "MilesAhead" as a sales person.

Becky
GreatAmerica Leasing.