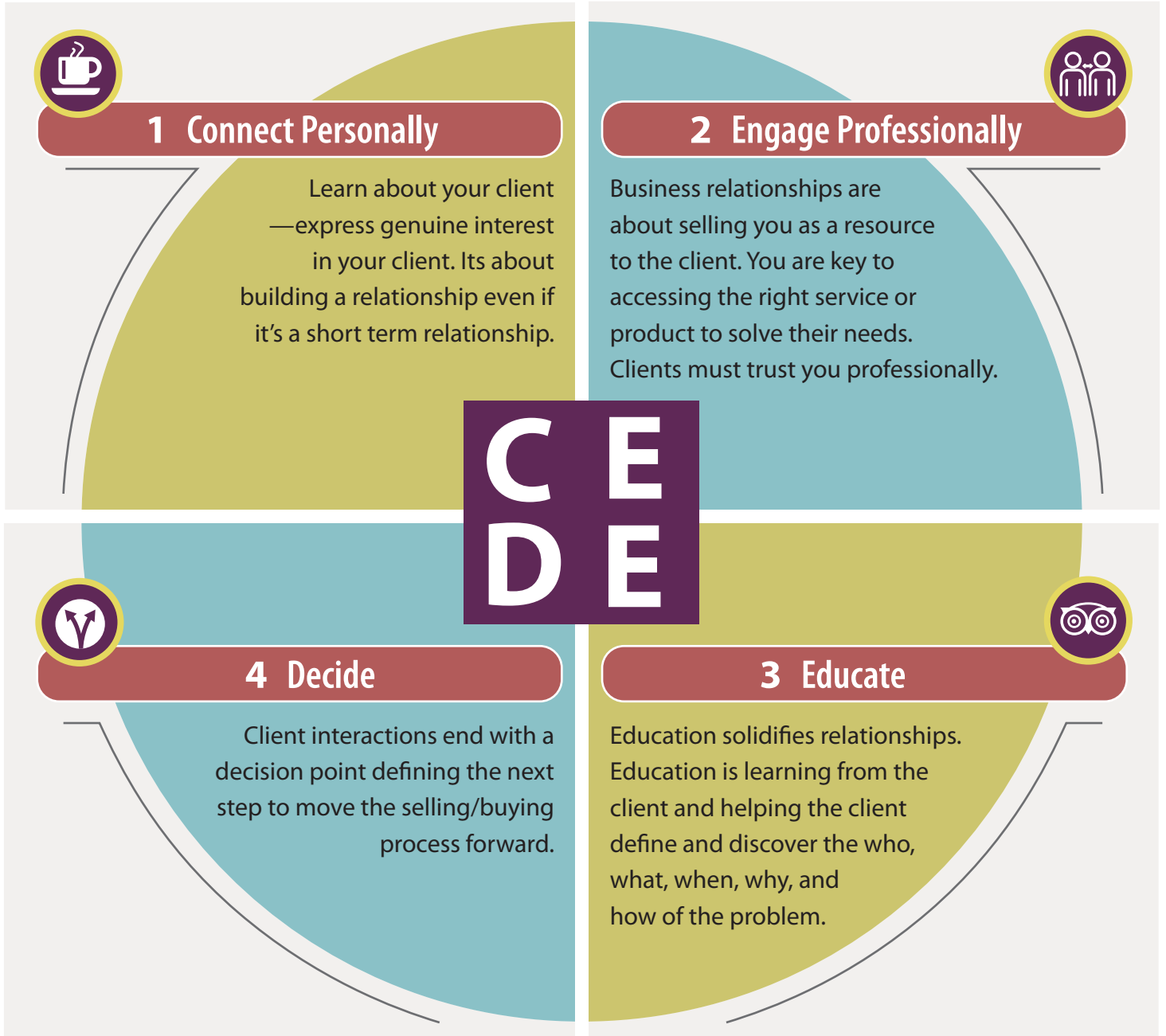


CEED

4 Steps every Sales Process must have



Brett Harpel helps new business leaders/owners define and deliver success for their organization. For 20+ years, his career has awarded him opportunities to sell, coach sales, lead operations, and facilitate organizational change efforts on various levels and throughout North America for industry giants such as Johnson Controls, Trane, and Ingersoll Rand. He has also been responsible in markets with brands which do not carry the same industry or household recognition. Having experienced start-up, small, medium, and large organizations, he understands the range of benefits and hurdles encountered by each.