



October 18, 2021

We have had the honor of working with John on several projects with clients and most recently we engaged John to work with our new expanded sales team. I met John 10 years ago as I was starting WorX Solutions at a networking event. John has been one of my key go to people as I have built my business. His background in sales has helped me to have the success that I have today. Many of the things he suggested I knew but I just was not doing them. Once I spent time at one of his seminars, the light bulb went on and I started to do the things he suggested, and the outcomes have been so positive.

John's approach is about story telling and being honest. He is a great listener while at the same time he helps you understand how someone else might see the same situation. Then he offers ways to find a win for everyone. His seminars, webinars, and in person coaching have been so beneficial to the success of WorX Solutions over the years. One of the things I first remember hearing John say, "Is that it might take 8 to 11 touches before someone buys, and most salespeople stop at 2 or 3. Be different than your competition." That statement has been so true.

Currently, he is working with our sales team and the feedback of what they are learning and doing is so refreshing. I know I had suggested to them the same concepts, but John just has a way of helping them see it so much clearer so that they can quickly implement the tools to get results.

I would recommend John Boyens, and the Boyens Group to a sales leader that is looking for that little extra to make their team more successful. From seminars to webinars to one-on-one coaching – they all add value and help you and your team achieve success so much more quickly. John is awesome to work with.

Dennis Jackson

Managing Partner

WorX Solutions