



CLIENT TESTIMONIALS **PERMISSION GROUP INC.**

Charles J. Specht III, CEO, CIC, CDA
Telephone: (559) 916-2649
Email: charles@permissionsales.com
Website: PermissionGroup.com

A low-angle, upward-looking photograph of a bridge structure, likely a suspension bridge, against a clear blue sky. The bridge's steel beams and cables are illuminated by warm, golden light, possibly from the setting or rising sun, creating a strong contrast with the blue sky. The perspective makes the bridge appear to converge towards the top of the frame.

PERMISSION GROUP INC.

COURTESY REQUEST

Below you will find a partial listing of clients in order to demonstrate my expertise as an insurance sales consultant.

*However, please **DO NOT** contact, email, telephone, or otherwise message these valued clients of mine.*

These clients have generously provided written testimonials and/or have allowed me to reference their name as a client. They are quite busy and successful people themselves and cannot accommodate individual conversations from the numerous requests I receive weekly from prospective clients.

Thank you very much for your consideration!

"Charles has been a great help and inspiration during the last 6 months. I've been a producer for 30 years and although I'm making a good living, I was looking for more consultancy and a proven sales process. He's helped me implement a tracking system and given me sales tools from prospecting and qualifying to marketing and closing. In fact, I closed a \$500k premium account last month that I'd been chasing since 2007! His real world experience as a producer and consultant gave him better insight on where I need to focus. Charles is legit but he'll hold you accountable to doing the work, too. I wouldn't hesitate to recommend him and Permission Sales!"

-Alan Smidlein, Adams Insurance Service

"Charles has been my main consultant when my company was over 700 employees until now, about 250 employees. He continues to bring good value and I recommend his services without reservation."

-Gino Graziano, CEO

"As an insurance professional for more than 23 years, I have never met anyone as solid as Charles. He is very transparent and very professional. I have been an agent since 2003 doing the same style and technique over and over again, to a point that I got frustrated because I was expecting different outcomes/results over the years. I have always been consistently persistent, however, I needed better results. When I made a decision to retain the services of Charles, it was a point in my career that I knew I needed a coach. Charles was somebody who opened my eyes to different perspectives and sales techniques. The modules are well written, clear, concise and specific for insurance agents, which I find very helpful. As my coach, he always showed up and reminded me to stay strong, and maintain control which I truly appreciate!"

-Lalaine Latimer, Mainstream Insurance Services, LLC

"Being in the insurance business for over 15 years, I found my sales approach getting stale and starting to feel frustrated with my results. Over the past few months of working with Charles and using his innovative techniques to selling insurance, I have found my enthusiasm has returned to my presentations and as a result closing more deals. I would highly recommend if you need to recharge your sales staff and improve your results, do not hesitate to consult with Charles."

-Lou Klein, R.T. Beers & Company

"Charles is very knowledgeable in all aspects of insurance. I am grateful for his honesty and integrity. It is a great pleasure to work with Charles and I look forward to continuing our professional relationship. I would highly recommend him."

-Laura Grabar, CFO

"When I started out as an insurance producer, I didn't know who to call, what to say, or even what niche to target for myself. Charles worked very closely with me to determine and develop my micro niche, and gave me tips on scripting and how to overcome obstacles when cold-calling and email marketing. This helped me tremendously and provided me with both the tools and the confidence I needed to achieve the level of success I wanted for myself."

-Derrick Fritz, Farmers Insurance Group

"From the very beginning, Mr. Specht has always been reliable and honest. In my opinion, Charles is one of the best in the business."

-Lance Smith, CEO

"I've had the pleasure of working with Charles in the capacity of an insurance/business consultant, at an agency level. Charles was brought in to help the agency in developing new strategies, bringing creative ideas to the table, and helping to streamline efficiencies for assisting in increasing sales, retaining clients, and growing the agency. His leadership was deemed successful through new marketing & acquisition programs, as well as retention strategies. Charles is a team player, very professional, knowledgeable, and extremely easy to work with."

-Christy Klein, Independent Agent

"I have been very happy with the work Charles Specht has done for me over the years I have known him. He is able to get things done when I need them. Any way you look at it, Charles has been able to get the job done."

-Dan Riley, CEO

"If you are thinking of hiring Charles you should do it immediately. This guy is the real deal. I have been in the insurance business for over 20 years, attended several sales and marketing workshops, have read numerous training books, but nothing compares to the information and ideas shared by Charles. My staff and I learned a lot and we're implementing the Broker of Record Letter material and growing our insurance agency beyond what we thought possible before his training."

-Olu Adesuyan, Cal-Society Insurance Services, Inc.

SAMPLING OF ADDITIONAL CLIENTS

Andrew Baduria, Principal (Smart Money Solutions, Inc., Allstate)

William Germani, Principal (Germani Insurance Services, Inc.)

Insurance Office of America

The Dabelgott Agency