



# The Working Smarter & More Successfully Series

*Helping you make progress on the road to success!*

## Testimonials

*"Thank you so much for speaking at the Wells Fargo, LPL Due Diligence Meeting last week. We just got the evaluation results back – and you got raving reviews!!! Out of all the evaluations, you had the highest average score: 5.04 (on a scale of 1-5, you received two 6's)*

*Fantastic Job & Thank you again!!!?"*

*- Kristy Miller, Vice President, Business Development Consultant*

*"If you are looking for an impact speaker, then Neil is your man. I have sponsored several speaking engagements for Financial Advisors that focused on "Value Added" strategies and Neil is consistently the best received speaker at these events. Neil's presentations are engaging and educational. He does an excellent job sharing his personal story while highlighting successful experiences from FA's that he has partnered with throughout his Financial Services career.*

*As a wholesaler, Neil has influenced my business dramatically. I have implemented many of Neil's ideas, many of which you can find in his book 'The Magic of Working Smarter.' Neil has become a trusted resource for me and my business."*

*- Doug Brown, Regional Vice President*

*"I have had the pleasure of working with Neil on many of our key accounts around the country. Neil commands an incredible energy that has the power to turn around the most difficult audiences. I've seen him transform a room with skeptical financial advisors into believers over the course of an hour. His message is clear, simple, coupled with a powerful delivery. Neil can do magic with a whiteboard and a marker, but most importantly, his stories and advice can make a world of difference. Neil is also great to work with – he is very dependable and always, always follows through what he promised you or your client. I definitely look forward to continue using Neil's services through 2008 and beyond."*

*Top Qualities: Personable, High Integrity, Creative*

*- Fabiana Cid Andrade, Business Development Team, ING Funds*

*"I have had the opportunity and privilege to work closely with Neil Wood for the past several years. Neil has been a keynote speaker at regional events hosted by PrimeVest nearly a dozen times and during each of those presentations he has been well received and highly rated by the audience. Neil speaks with a passion that inspires his audience. He also does a wonderful job of keeping the attendees engaged with his quick wit and humorous stories. It has become quite common after one of Neil's presentations for the attendees to come up and ask him to speak at their financial institution. Neil is an excellent presenter and has been a big part of the success of PrimeVest University. Thanks Neil."*

*- Jim Lynch, President, PrimeVest Financial Services*

*"Thank you once again for a wonderful presentation! The evaluations were unanimous in their praise of both you and the ideas you presented. One specific comment was: 'Good ideas, and it was great to finish the day in an upbeat way. We need more meetings that motivate this way.'*

*We enjoyed your practice management success stories, and more importantly, the reps really thought your presentation was well worth their time (the highest compliment!)"*

*- Susan J. Niehaus, Sales Manager - AVP, Firstmerit Investment Services*

*Neil, thank you for providing the keynote presentation at our quarterly meeting. The feedback from the attendees is so positive, that we want you to speak at our regional meeting in May. Many of the advisors who attended the meeting have already implemented several of your ideas into their practice. Your enthusiasm, success stories and expertise on practice management was exactly what we needed to start the new year on a positive note.*

*- Nancy Cooper Pitt, Comprehensive Financial Planning & Investment Services*



Neil Wood is a popular keynote speaker who has spoken at more than five-hundred sales meetings since 2002. He shares success stories and practice management solutions that help salespeople work more effectively, efficiently and profitably, while working fewer hours each week! He is also the author of *The Magic of Working Smarter*, a former professional athlete and veteran of the US Air Force!

Neil can be reached by email at [neilwoodconsulting@comcast.net](mailto:neilwoodconsulting@comcast.net) or by phone at 781-264-3361  
Visit Neil's website at [magicofworkingsmarter.com](http://magicofworkingsmarter.com)