

Testimonials – Scott Plum



“Scott offers powerful insights into the sales process and developing business relationships in his classes and consulting services. He has a unique value proposition utilizing both best practices and lessons learned through experiences. I would highly recommend engaging Scott in both his Institute and consulting services.”

--February 22, 2011

Top qualities: Great Results, Expert, High Integrity

[Eric Mitchellette](#), 612-532-9284

hired Scott as a Business Consultant in 2010, and hired Scott more than once

“I always wondered if I was asking the right questions when meeting with potential clients. Attending Scott's sales course helped me know what types of questions I should be asking when meeting with prospects. Knowing what questions to ask has helped me to qualify prospects more quickly. I recommend attending the sales course put on by Scott Plum and the Minnesota Sales Institute.” --January 25, 2011

Top qualities: Great Results, Personable, High Integrity

[Deborah Boardley](#), 763-226-8364

hired Scott as a Business Consultant in 2010

“It was a pleasure to have Scott lend his expertise to my Marketing students at Cardinal Stritch University. His words of wisdom were far beyond what they expected....quite superb!”

--November 22, 2010

Top qualities: Great Results, Personable, High Integrity

[Rolanda DelaMartinez](#), 800- 347-8822

hired Scott as a Panelist in 2010

“I participated in the Minnesota Sales Institute and Scott offered very valuable direction. He provided practical advice for every step of the sales process, to complete comprehension of the salespersons role. He delivered real-life solutions to uncover the mental barriers that hold a salesperson back.

I highly recommend Scott's MN Sales Institute as a true resource in the business of sales.”

--October 13, 2010

Top qualities: Great Results, Personable, Expert

[Wade Wiken](#), (wlwiken@visi.com)

hired Scott as a Sales Training in 2003

“Over the years I have had the pleasure of utilizing MSI and Scott for assisting me with sales training and guidance not only with my sales team, but for help with my own personal sales challenges. I have always been impressed with Scott's knowledge and understanding of what a prospect and sales person is thinking during a call. I challenge any sales manager or sales person to call Scott for an answer to their own adversity as it relates to sales. He's usually spot on with advice and a solution that works. When you have a chance to get his advice – take it!”

--September 29, 2010

Top qualities: Personable, Expert, Creative

[David Bacic](#), 404-664-4888

hired Scott as a Business Consultant in 2008

“Scott Plum has a great sense of the marketplace, the needs of the customer and the creativity to match. He is results driven and strives for excellence.

Five stars!!” ---June 22, 2010

Top qualities: Great Results, High Integrity, Creative

[Ruthe Batulis](#), 651-288-9201

hired Scott as a Business Consultant in 2004, and hired Scott more than once
