

Van works with organizations full of **O**rdinary people who are ready to do **E**xtraordinary things. It's as simple as doing the **LITTLE** in the **MIDDLE** to get from the **O** to the **E**.



## What Clients have to Say:

*His success is based on tried and true principles that although seem simple, are lost in many organizations because they don't have a process. His presentation is entertaining, thought provoking and effective.*

–Rick Duncan-Edward Jones

*I have seen many speakers over my years in sales and management in the automotive industry and there are some good ones, but very few can say "I did it". That is what separates Van Allen from the rest. He actually applied a process that he teaches now and it took his companies to the top.*

–Dan Kellar-Machens Ford

*I have worked with Van over the past several months to develop and implement his Unseating the Incumbent Sales Training Program. Van has done a brilliant job of integrating our company values into his proven process. We have seen an immediate return on our investment and what I really love is the credibility he brings to the table because he did it.*

–Clay Bethune-eNet LLC

*It's easy to recommend Van Allen because he has proven track record of success. Need I say more?*

–Bryan Flanagan-

**Director of Corporate Training,  
Zig Ziglar Corporation**

*When Van Allen speaks to a group, he has the unique ability to not only energize the group, but most importantly to a business owner like myself, he truly motivates an action mentality to those in attendance.*

–Kevin Adam-Forward Financial

*Absolutely inspiring! Van Allen was one of the most inspiring and motivational speakers I've seen. He incorporates real-life experiences in his presentation, which makes it so real.*

–Richard Vairo-Joe Machens Toyota

## Success Strategies for You and Your Staff

The **O** to the **E** - Inspiring all staff to Greatness.

- Create a culture of inclusivity - Everyone wants to feel accepted.
- Adopt five simple inexpensive actions you can implement immediately that will make a huge impact.
- Discover a process to make tough decisions successful every time.
- Build a company by applying flagrant honesty that will take you to the top more quickly.
- Insulate yourself from negativity through your levity.

Pick Me, Pick Me - Recruiting Made Easy

- Turn every employee into a top notch recruiter.
- Position every opportunity for optimal candidates.
- Learn five questions that enable you to evaluate candidates in minutes.
- Expand your market share by building long lasting relationships with your candidates.
- Reduce financial losses by increasing retention rates.

The Ultimate Close - Sales Process

- Expose the secrets to painless prospecting.
- Master the art of controlling every sales conversation.
- Increase your revenue by decreasing the length of the sales cycle.
- Create an opening line that gets prospects asking about your product or service every time.
- Uncover the truths of how to convert repeat customers into a bucket of referrals.

Van Allen knows business and how to grow dynamic irresistible companies. He lifts up both businesses and people. This expertise has allowed him to communicate to others the power of employee satisfaction. Van Allen works with organizations who want their **O**rdinary staff to begin to do **E**xtraordinary things. It's as simple as filling the small gap between the **O** and the **E** with five basic principles. He now spends his professional time sharing his techniques on creating topnotch businesses and employees.

His entertaining and provocative business biography, *From Rags to Wishes*, is a must-read for anyone who wants to see what happens when sound business strategies are applied.



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