

SALES REFERENCE CHECK REPORT FOR JEFFREY BOSWORTH, COMPLETED ON: SEP 22, 2015

Top Line Summary

Probability of re-hire:	Overall performance:
97%	97%
The probability of rehiring or advising to rehire JEFFREY BOSWORTH by the surveyed individuals is 97%	JEFFREY BOSWORTH averages 97% among respondents who answered the question, "How would you rate JEFFREY BOSWORTH's overall performance?"

Strengths/Accomplishments/Improvement

TOP 3 STRENGTHS*

SIGNIFICANT ACCOMPLISHMENTS

TOP 3 AREAS OF IMPROVEMENT*

Others view

<p>Jeff is very passionate and brings great energy to all that he takes on. While he has very strong people skills, it is his ability to bring that passion and energy to direct business needs which really sets him apart. He has the ability to look at complex business problems and bring viable, working solutions to any issue he may face.</p>	<p>Jeff breathed new life into an organization that was nearly at the brink. More importantly, he inspired those he left behind upon finishing his contract to continue to bring their own passion and energy to keep the momentum going in the right direction.</p>	<p>I really am not sure what to list here. We have been extremely pleased with Jeff and I consider him a friend. He is extremely passionate and loyal to his clients and his friends.</p>
<p>Jeff was extremely passionate, focused and professional.</p>	<p>In our business dealings he was very focused and intense; not overly but very. While many can do a great job; Jeff has very high expectations and standards which are rather ridged. 'Relaxing' some of those a but may open him up to other opportunities</p>	<p>Balance intensity with the ability of the folk to accept</p>
<p>1 - Assessment skills 2 - Ability to develop an actionable plan 3 - Effectively communicate with others to successfully execute a plan and achieve desired results</p>	<p>Jeff had morale at an all time high as well as had a highly productive sales team.</p>	<p>1. Jeff has excellent natural instincts about people but perhaps over-dependes on pure instinct in this area. 2. Patience, tolerance for differences in pace and energy.</p>

1) Jeff is an incredibly knowledgeable individual when it comes to sales and marketing strategy. I've seen first hand, the level of success that his programs have achieved and can say both the speed and ROI were faster than anything I've had the pleasure of being a part of.

2) Jeff is an extremely passionate individual and this toward not only results, but his team. He understands the physique of the members of his team, which allows him to get the best out of each member. Additionally his demeanor and compassion endears him to each person so that they are further driven to perform at a very high level.

3) Jeff is very driven. Whether building an entire company or a single relationship, Jeff has the skills, knowledge, compassion and perseverance to get to the end goal.

He built our website which has attracted hundreds of thousands of visits, and he conducted several seminars for our company that were very well received.

Sometimes Jeff sees the good in people that they won't see in themselves, and it can be frustrating at times.

<p>1. Passion for work / drive towards excellence and success 2. Persuasive, cogent, effective, charismatic 3. Results oriented</p>	<p>In a matter of 9 to 12 months, Jeff completely turned around an organization that until then struggled to generate more than a couple million dollars per year. He assembled and trained an amazing team, instituted a powerful marketing program and generated a \$20M+ pipeline in this short period of time. He also more than doubled their biggest year revenue wise, converted the sales to a reoccurring model and set them on a path to generate in excess of \$10M annually within another 12 months.</p>	<p>I don't know really of 3 areas that need much improvement, in fact, Jeff himself is the best person to detail where he needs improvement. While he is a strong leader, he understands when and where he may need assistance or to improve on something. He is not afraid to bring in complimentary talent to assist with getting the necessary results.</p>
<p>Focus on the short term or long term goal Proactive and thoughtful approaches Support and encouragement of those that report to him</p>	<p>Came in as a consultant under very difficult circumstances, took command of the situation and very quickly, re-focused and united the organization towards the new goals</p>	<p>There were no areas which I observed needing improvement.</p>
<p>Ability to supervise Knowledge of marketing and sales industry Passion for his work</p>	<p>I have known Jeff for many years, His most significant accomplishments extent past one company. I have seen him turn the direction of several companies from decline to prosperity through his strategies and business plans.</p>	<p>I would recommend Jeff to anyone. What he lacked in product knowledge he made up in work ethic and determination. Jeff is an asset to any team he works with.</p>

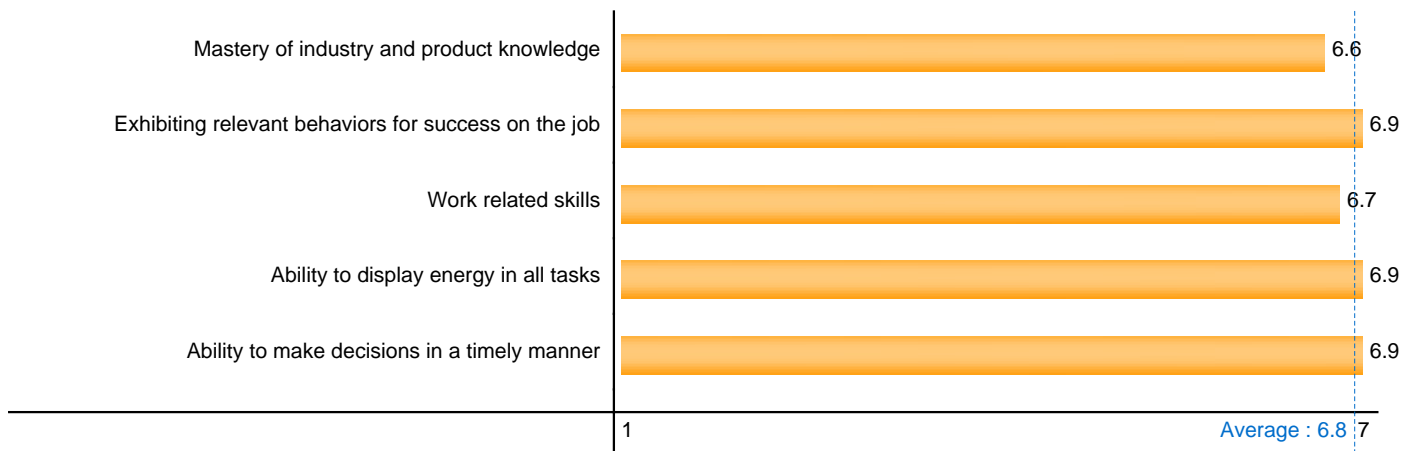
Honest, Trustworthy and a very Hard worker. Jeff was willing to roll up his sleeves with anyone.	Jeff was instrumental in a number of initiatives. He was responsible for putting together a team that increased sales beyond forecasts, developed an amazing team, developed and implemented strategies for maximum exposure for leads, and with his insights and expertise was able to revamp the company website which resulted in an unheard of bounce rate (single digits).	He moves very quickly and needs to wait for others to catch up. He can take other opinions into consideration He can be opinionated.
Disused and driven business leader who delivers results	Jeffrey's enthusiasm and ability to gain the buy-in from his team led to a successful and timely completion for our client.	1

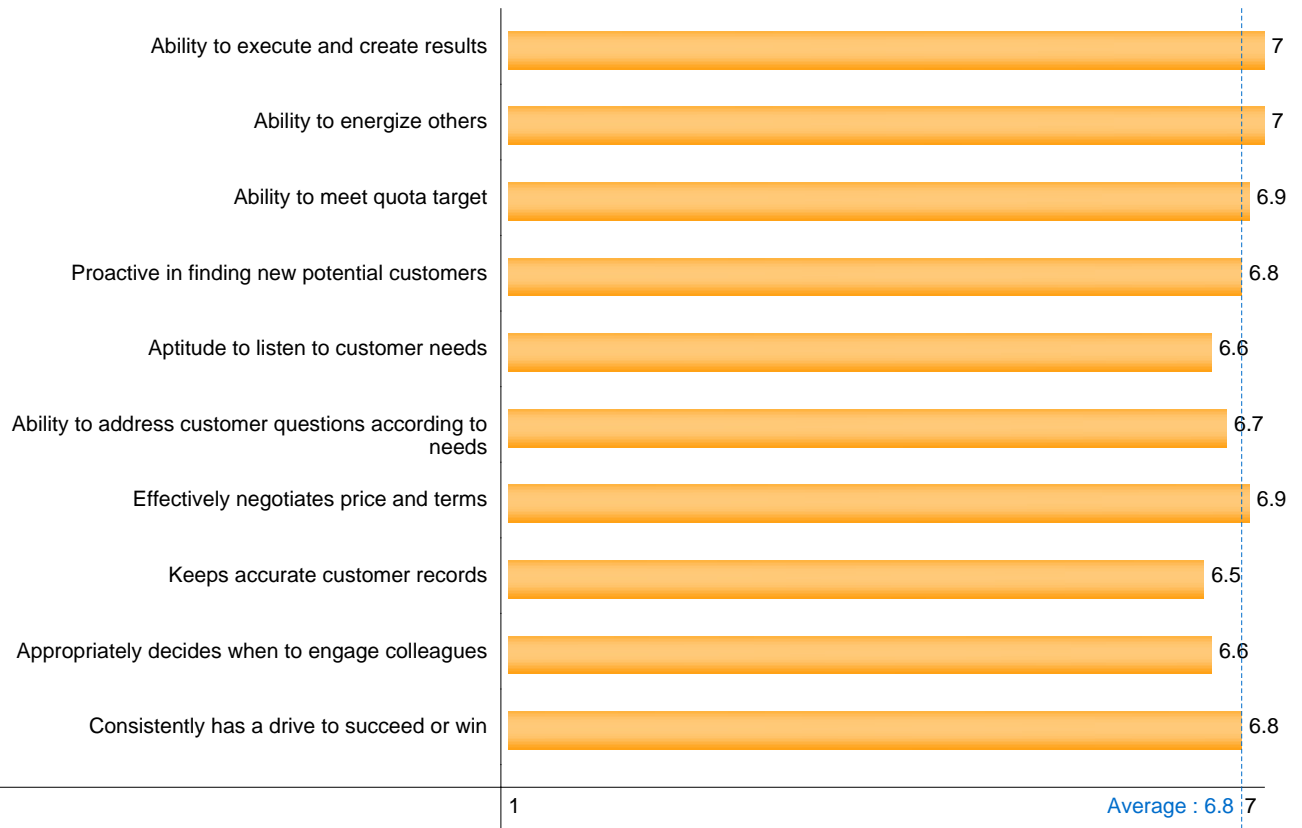
* Can be more than 3, as it lists all the answers given by all respondents.

Specific Relative Ranking

What are Jeffrey Bosworth's strongest and weakest attributes?

This chart represents the aggregated answers to the question: 'Do you respect Jeffrey Bosworth for his/her' and the list of attributes displayed below.





Summary of the raters history

Name	Organization	Position	Relation
Ryan Tohill	Novatus	Vp of sales	Subordinate. Worked together between 18 months and 3 years. Worked in direct contact. Worked or interacted in the last 2 years.
Michael Torres	Novatus	VP of Sales	Subordinate. Worked together between 6 and 18 months. Worked in direct contact. Worked or interacted in the last 2 years.
Jeremy Haskell	JobsInTheUS	Sales Manager/ Business Development	Subordinate. Worked together between 6 and 18 months. Worked in direct contact. Worked or interacted in the last 2 years.
Michele Yurcich	Novatud	Director of marketing	Subordinate. Worked together for less than 6 months. Worked in direct contact. Worked or interacted in the last 2 years.
Daniel Robson	Novatus	VP of Sales	Friend. Worked together more than 3 years . Worked in direct contact. Currently work or interact together.
Jerry Ross	University of Central Florida	SBDC	Client. Worked together more than 3 years . Worked in direct contact. Currently work or interact together.
Gary Mollere	CEO 24/7 Inc	Managing Director	Supervisor. Worked together between 6 and 18 months. Worked in direct contact. Worked or interacted in the last 2 years.
Jack Miles	Not-Applicable	Not-Applicable	Business Relationship which beca. Worked together between 18 months and 3 years. Rarely worked on the same projects. Currently work or interact together.
Dona Cutting	Jobs in the US	Director of IT	Subordinate. Worked together between 6 and 18 months. Worked in direct contact. Worked or interacted in the last 2 years.