


**SALES RECRUITERS
INC.**

Client Testimonials

"I've always thought very highly of you. The traits and or characteristics you exemplify are awesome. You truly represent the possibility of what a good world would be if more people were like you. I'm very honored to have met you and my initial thoughts of you as a person have now grown to a higher level of respect."

Client

"You know talent when you see it, so kudos to you on continuing to bring all kinds of great people to our company."

Long-time Client

"Henry Glickel and his recruiting firm of Sales Recruiters is a client-driven organization. Both Henry and the organization take the time to thoroughly understand the clients' needs versus client wants. Their understanding of a client's needs assist them with placements that mesh with the organization's overall goal resulting in minimal turnovers. This blending of the organization's needs results in cost savings to their clients and provides longer careers for the placements. Henry's management style is to seek out what your needs are and pair them with his candidate base and if he doesn't have the right type of applicant in his data base, he will diligently seek the right candidate for the job. Henry and his organization exemplify patience and perseverance when sourcing candidates. I have worked with Henry in a volunteer capacity and the qualities that he exemplifies in his professional work are exactly the same in his volunteer work. I would not hesitate to endorse Henry Glickel and his organization, Sales Recruiters, as a first-rate recruiting firm."

Darrel C. - Packaging

"We would like to thank you for participating in the Commonwealth Workforce Coalition's Employer Relations course last week. As you know, the panel and pitch clinic last Wednesday are usually the highlight of our four-day course, and this year was no exception. The participants greatly valued hearing your insights regarding how to approach human resources, and how to best meet your business needs. The pitch clinic following the panel was just great – because you and other human resources personnel had different styles and approaches, it enabled participants to learn how to attune their

dialogue to different interests and needs. Thanks again, and we are very appreciative of the time you took to improve the ability of community organizations to provide quality services to employers and participants alike."

Roger H. – State Employment Deployment

"I was so pleased with the service of Robyn Sweeney and Sales Recruiters I wanted to take a moment to put it in writing. Robyn was extremely thorough, personable and focused on our goal, making it her own. Her customer service and industry knowledge ensured that candidates presented were a good fit for our specific needs. Throughout the search and hiring process, Robyn's enthusiasm and commitment were instrumental in moving things along to a successful conclusion. I highly recommend Robyn and Sales Recruiters."

Linda M. – Technology

"I have had a great deal of success working with Sales Recruiters and use them exclusively for all my recruiting requirements. On the occasions when I have worked specifically with Robyn Sweeney, I have found her to be very diligent and conscientious. She provides excellent follow through throughout the recruiting process and conveys a personalized level of service that contributes to our success. She presents well qualified candidates and we have had great success with the placements we've made through Sales Recruiters. I highly recommend Robyn and Sales Recruiters for all recruiting needs."

Steve O. – Technology

"I cannot say enough about Robyn Sweeney's recruiting efforts on our behalf. Robyn always gives us great choices in candidates and they are of high quality. She makes certain she understands our unique requirements completely, and then works diligently throughout the recruiting process to be sure our goals are met. The result is a win-win situation for our company and the candidate. Sales Recruiters has proven to be a cost effective and administratively efficient means of managing our recruitment efforts, and Robyn specifically has been invaluable in helping us maintain a competitive edge."

Richard B. – Inspection and Validation Services

"Henry is extremely persistent, focused and hard-driving. He takes the time to understand the unique needs of the situation at hand. He is very clear minded, clarifies the goals and the strategies necessary to meet those goals for both parties so there is no ambiguity, and ensures that a clear plan is in place. Henry strives to achieve a win-win situation for everyone. Based on our specific situation, I would highly recommend Henry Glickel."

Paul F. – Defense Security Engineering and Manufacturing

"...Success in any industry is often built on relationships. Henry is an exceptional individual with tremendous knowledge in multiple industries as well as vast contacts within those industries. He has an excellent network of reputable colleagues and works with them to build relationships and ensure mutual success. He is highly professional, energetic and possessed outstanding interpersonal skills. He is a one-of-a-kind recruiter and indeed a Most Valuable Player."

Gregory H. – Inside Sales Organization

"I have heard nothing but wonderful rave reviews and accolades from attendees of your presentation today. I am so sorry to have missed it but wanted to share the enormous value and appreciation for the time, energy, focus and effort."

Deborah P. – Inside Sales Organization

"Kudos to you for your terrific idea of supporting AA-ISP! We got an inbound lead from L1 Identity -- a hot, \$563M Biometrics company that we have been courting (not successfully) for years."

Palmer K. – Inside Sales Organization

"I just wanted to thank you for assembling and eloquently delivering such an inspirational presentation on goal-setting. It could not have coincided with a more perfect time in my life, a time where I needed to hear everything you had to say, and I am quite thankful for the privileged opportunity to receive that message through your voice."

David D. – Marketing

*"I am writing this letter of reference on behalf of Henry Glickel...Following is a sampling of Henry's incomparable work on behalf of BAO: *Staffed six members of the accounting and finance department including CFO and senior accountant; * Expanded IT staff by three individuals; *Placed three people on the client services staff; Added 15 marketing research specialists; *Placed more than 75 inside sales representatives; *Was instrumental in developing employee referral and resume sourcing programs, and revised the recruiting and screening process to increase the quality of prospective employees."*

Gregory H. – Inside Sales Organization

"I have been working with Jeff Traill of Sales Recruiters, Inc. for about three months. My experience with Jeff has been nothing but positive. His professionalism and sincerity are exactly what we need in a Recruiter. We

put a lot of pressure on any Recruiters that we utilize because we do not have the time to recruit quality candidates."...

-Tim P. - Business Products Client

... "Other recruiters that I had previously engaged were consistently sending me candidates that weren't professionally screened and/or qualified. Ken listened to me and identified candidates that fit the profile I was looking for. He knew how to recruit, screen, and qualify the right candidates. Finally he helped us hire the one that was right for us."... -Darrell V. - Graphics Client

"As a hiring authority it is important for me to know when I block off an entire day to meet with candidates from the outside world, I need to be able to know when that day is thru I will have my candidate of choice. My most recent experience with SRI was when I had asked for their help in a highly confidential search for a Consumer Products Senior Level Manager. The only problem that I was faced with was the difficult task of choosing." -DP - Consumer Client

"...One of measurements I use to consider using future business services such as yours is credibility. Based on the overall experience with Sales Recruiters and yourself credibility is without a question one of your strengths..."

-Dave D.- Industrial Client

"...I trust your judgment and am pleased to say that I feel you have found me a candidate who appears to have what I consider the skills to succeed..."

— Peter C. -Telcom Client

"...Your work and cooperation through the hiring process was excellent. From the first job order completion to the presentation of candidates to the arranging interview times to the reference checking to the offer negotiations, you made my job easier. You paid for your fee 5 times over in savings to our company and increase in profit per sales representative...." — Richard S. - Services Client

"...The result was a number of solid candidates that we could choose from and then hire. The net result was getting the sales professional on board and ready to sell in an effective, time-sensitive manner...." — Jamie P. - Bldg Prod. Client

"I recently had a position open in Sales Management in the Southwest. I went to Sales Recruiters for help in filling this position and I couldn't be happier with the results...." Joe D. — Consumer Food Client

"I wanted to take this opportunity to thank you for helping us bring in talent to help turn our company around. It has been a pleasure working with [Sales Recruiters, Inc.] over the past year. Your teams' ability to find talent that matches the skills, energy and experience that we were looking for has been incredible. In any organization it is the people that make the difference and you have helped us find the talent to help us turn this company around." — John G.— Consumer-DSD Client

"You have given us the opportunity to grow our sales force and total sales, and have always been there when we needed you....." — Carmen M.— Services-Payroll Client

"I told you this before, but it bears repeating: You are a star. We are thrilled with the two sales professionals that you found for our firm....." — Susan D.—Services-Staffing Client

"The quality I get from your firm is higher than other means. I don't need to run expensive ads anymore. I just call you and then interview....." — Terry S.— Business Products Client

"SRI delivered solid candidates that we could hire.... Best of all, the candidates we hired from SRI got results right from the beginning...." — David M.— Advertising Client

"I would recommend Sales Recruiters. They met my needs for a strong Sales Manager." — C.B., Client

"I have had great success finding top notch sales people working with Sales Recruiters. Sales Recruiters has an efficient approach in finding very good specialized sales people." — M.J., Client

"I felt that Sales Recruiters did a great job of screening, evaluating, and presenting quality candidates for our positions." — Nancy G.— Services-Staffing Client

"I have been working with Sales Recruiters since 1993. When I made a career change in March 1997, I introduced Sales Recruiters to my new company. As a result, Sales Recruiters has filled two new critical sales positions in New Hampshire. Sales Recruiters is a highly professional organization that gets results. I have recommended Sales Recruiters to many business associates." — P.C., Client

"Thanks for your help with this unusual placement. I really appreciate your help."

— Richard R.—Medical Client

"Just a quick note to thank you and your firm for your most professional assistance. It was greatly appreciated." — S.A., Client

"Henry deserves a pat on the back for all the work and effort he puts into creating such a strong workforce here at Inside Sales Organization. Congratulations to our newer ISRs. Just goes to show that Henry knows TALENT!!!!" — Carol C., Inside Sales Organization

"Henry, Special thanks to you for finding the proverbial diamond in the rough! You found him out of 400+ candidates and made my job far easier. Thank you for doing a great and very thorough job!!!" — Palmer, VP Sales, Inside Sales Organization

"Just wanted to take a moment to mention Henry's recruiting efforts for PMG. Once the latest requisitions were opened and we communicated the need for some attention I was able to meet with 3 very good candidates. " — Deborah P., Director, Precision Marketing Group, Inside Sales Organization

"I am writing on behalf of Paul Alvarez of Sales Recruiters, a firm which has delivered outstanding quality to my companies for over ten years. While Paul is new to recruiting, his devotion and love of his work is apparent and I have thoroughly enjoyed working with him."

Peter P. – Telecommunications Client