

Dean DeLisle

Social Network Architect | eMarketing Sales Trainer and Coach | Author | Speaker | CEO at Forward Progress

dean@forwardprogress.net

Summary

Thanks for visiting my LinkedIn profile today. I've helped over 4,000 clients connect with over 25 million leads and close over a billion dollars in sales by helping them make the connections that count. I'd like to help you too.

“Online networks have fascinated me since I was young. When I started out in the early eighties, leading the night shift at Merrill Lynch's first data center in Chicago, I caught my first glimpse of online networking power. During my shift, I had instant online access to hundreds of people in other financial data centers across the globe. I learned fast that online networks were an unbeatable source of new friends, valuable connections, and unmatched power to get business done.”

For the past 30 years, I've been passionate about helping our clients build "Community" for the purpose of retention and a long term resource of referrals. Now with the recent power of the Internet and Social Networks we can help them take it to the next level. It's really an exciting time for all of us.

I have had the distinct pleasure to work with the following clients: Sears, Blue Cross blue Shield, State Farm, Allstate, Chicago Mercantile Exchange, General Growth Properties, Baird & Warner, Precision Homes, OwnACondo.com, U.S. Residential, Buyers Equity Fund, BOMA, BDO Seidman, Mitsubishi, Cardinal Health, 1st Farm Credit Services, The Popcorn Factory, Envestnet, CBOE, Con Agra, ReMax, Cendant, Chicago Realty Advisors, Lee Publications, Fast Heat, Robinson Steel, Buona Beef, Striker Securities, AAM, Merrill-Lynch, Moody Bible Institute, Center for Christian Life Enrichment, The Wright Institute, Jupiter Communities, Learning Enhancement Corp, Worldwide Association of Business Coaches, American Family Insurance, Brillante Multi-cultural Marketing, Vision Integrated Graphics, MBNA, National REO Relief, RealEstateAuctions.com, Bridgeview Bank and United Real Estate Holdings.

Let's connect and start working together to build your business today.

Specialties

Dean and the Forward Progress Team can assist with:

- Building Social Communities
- Architect Social Networks
- Launching National Brands
- Social Media Marketing
- Social Network Sales Training and Coaching

- Social Media Project Management
 - Campaign Development and Management
 - eMarketing
 - Online Marketing
 - Webinar Production
 - eMail Marketing
 - Referral Network Building
 - Channel Sales Development
 - Strategic Planning
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Experience

Chief Operating Officer at OFI Holdings, Inc.

July 2010 - Present (2 years)

As Chief Operating Officer at OFI Holdings it is my responsibility to expand five brands nationally to 30 cities with four primary markets. I am also responsible for creating systems, structure and positioning the organization for global expansion. The five brands are National REO Relief, OwnACondo.com, BankREOs.com, RealEstateAuction.com, RE Management and United Real Estate Holdings.

We specialize in serving Banks, Funds and Developers in the following services:

- Real Estate Brokerage
- Real Estate Development
- Distressed assets
- REO non-performing notes
- Shopping centers, hotels, multi-family, commercial property
- Deal making
- Brokerage
- Joint venture partnerships
- Asset Management
- Property Management
- REO acquisitions
- Distressed real estate
- Broken condo projects
- Bulk REO packages
- Real Estate Auction Services
- Disposition services
- Wealth management

Founder and CEO at Forward Progress, Inc.

January 2003 - Present (9 years 6 months)

Forward Progress provides integrated marketing solutions, coaching and consulting to drive business growth.

Committed to delivering the “Lowest Cost per Lead,” and “Converting Leads to Sales,” in 2009 Forward Progress helped over 400 corporate clients assess and improve their online social networking results. At Forward Progress, Dean shares his business growth secrets through the Power Plan system. Chock full of the strategies that have created outstanding results for his coaching and consulting clients over the past two decades, the Power Plan system helps small- to mid-size companies get organized, align team members and move quickly to execute objectives.

Some of the clients serviced in these areas include Sears, Blue Cross, State Farm, Allstate, Chicago Mercantile Exchange, General Growth Properties, Baird & Warner, Precision Homes, OwnACondo.com, U.S. Residential, Buyers Equity Fund, BOMA, Sikich, BDO Seidman, Mitsubishi, Cardinal Health, 1st Farm Credit Services, The Popcorn Factory, Envestnet, CBOE, Con Agra, ReMax, Cendant, Chicago Realty Advisers, Lee Publications, Fast Heat and MBNA.

A long-time founder and CEO himself, Dean also coaches senior executives in publicly and privately held companies up to \$500 million in annual revenue. Using the Power Plan system to identify the necessary adjustments, map out a clear direction, and execute a plan in a rapid time frame, Dean’s executive coaching has effectively shifted many companies in a positive direction.

42 recommendations available upon request

Business Advisor at US Residential, LLC.

January 2007 - September 2008 (1 year 9 months)

As an active Business Advisor on the core management team, my responsibilities included approval and guidance on acquisitions and new business development for North America. I also had an instrumental role for the national expansion and all associated product lines which are still in operation today.

2 recommendations available upon request

VP Sales and Marketing at JDS Group, Inc.

January 2001 - January 2003 (2 years 1 month)

As Vice President of Sales and Marketing, was instrumental in building national accounts and managing all areas of sales development. Also, expanded JDS to large corporate accounts such as General Growth Properties, Chicago Mercantile Exchange, Moody Bible Institute and CBOE.

1 recommendation available upon request

Founder and CEO at Delcom Systems Group, Inc.

1994 - 2002 (8 years)

As Founder and CEO Dean took Delcom Systems from a Consulting Firm in 1994 working primarily in the Accounting Systems Installation space to significant expansion into the Network Installation, Call Center, Telecommunications, Custom Application Development and CRM Solutions. Delcom Systems covered software such as ACCPAC Accounting Solutions, GoldMine CRM, Microsoft CRM, ACT, Maximizer and all Network Operating Systems. Dean also expanded Delcom to be a Hardware provider for their clients and becoming a premier provider for IBM, Dell, Compaq and HP Product Lines.

In the late 90's Delcom, working with many database projects and large network installations expanded into the telecommunication and Call Center Solution space. The team was expanded to support Rockwell and Aspect Call Center applications and infrastructure. With this move Delcom acquired clients such as Sears, National Pen, Cheap Tickets, McCord Travel, State Farm, MBNA, Con Agra, Mitsubishi, ITW Tools and AllState.

As Part of this expansion, Dean DeLisle was Lead Architect on the Sears Call-to-Activate Program for the first credit card activation program used for Sears and Discover. Dean rapidly expanded the Delcom System team to build and implement a 700 seat pilot call center with 90 days. The core team was also responsible for the outside vendors coordinated on the project and handled, hardware, telecommunication, software, training and roll out. This project soon expanded to a national roll out and was expanded to over 4 data centers and 4,000 seats before turning it over to Sears corporate.

Partner at Management Technology Solutions, LLC.

1990 - 1994 (4 years)

Partner in small firm servicing the Manufacturing, Distribution and Services industries. We developed custom systems and database management for clients and provided remote and direct access via communication services on IBM Mini-Computer Platforms (34/36/38). Also, continued database development projects in the fast growing segment of PC Based Relational Database Management Systems such as Rbase, Dbase and early versions of SQL.

Director of Management Advisory Services at Bansley and Kiener LLC.

1986 - 1990 (4 years)

As a core member of Bansley and Kiener, I was brought on to head up the Management Advisory Services Division of a CPA firm handling all core programming, Database Development, Accounting Systems and Network Installations. Platforms supported were IBM Mini Systems (34/36/38), Languages supported were COBOL, RPG and Basic Assembler Language. 4GL Languages supported were early stages of Microrim Rbase, Dbase and Lotus.

Partner at Business Technology Solutions, LLC.

1983 - 1986 (3 years)

Partner in small firm servicing the Legal and Financial Services industries. We developed custom systems and database management for clients and provided remote and direct access via communication services on IBM Mini-Computer Platforms (34/36/38).

Operations Supervisor at Merrill Lynch

March 1981 - October 1983 (2 years 8 months)

Hired on as computer operations in 1981, was made responsible for night operations for all trades clearing for each day. Was part of the lead team supervising the expansion of the first data center in Chicago coordinating with global team leaders and processing all trades for five new major markets.

Also, was responsible for training, operating and controlling telecommunications through Tandem and MRJE

transmissions world-wide for all supported exchanges on one of the largest Intranets available at that time.

Publications

9 Things you need to do before you log in

America

Authors: Dean DeLisle

Download this amazing eBook for your company or personal business. If you need more assistance please don't hesitate to contact the pro's at www.forwardprogress.net or dial 877-59COACH today.

Skills & Expertise

Social Networking

(Expert, 20+ years experience)

Social Media Marketing

Sales Skills Training

Marketing Strategy

Market Planning

Lead Generation

Email Marketing

Webinars

Event Marketing

Social Marketing

Social Media

Product Marketing

Online Marketing

Online Sales

Web Analytics

SEO

SEM

Search Engine Positioning

Market Launch

Launch Of New Products

Business Launch

Service Launches

Company Launches

Internet Strategy

Mobile Internet

Digital Marketing

Sales Support

Sales Process

Sales Operations

CRM software

Call Center Development

elearning

Online Community Management

Online Community Development

Social Network Science
Social Intelligence
Emotional Intelligence
Social and Emotional Intelligence
Social Business

Education

Wright

Leadership, 2010 - 2011

Activities and Societies: Leadership studies for both accelerated personal and professional growth.

DePaul University

Business Management, 1982 - 1985

Purdue University

Business Management, 1980 - 1982

Gavit High School

Honors and Awards

MMAI - Tae Kwon Do Black Belt - Second Dan

Registered Corporate Coach™(RCC™)

Interests

Executive Coaching, Training, Consulting, Social Networking, Classic Networking, Technology, Educating and helping others.

Also, Mountain Biking, Martial Arts, Frisbee, Baseball, Football, Writing, (all) Sports, Playing Drums and activities with my Family.

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45 people have recommended Dean

"Dean and his team at Forward Progress are the best in this field of social media marketing and sales. He has helped us tremendously over the past year at the Institute for Social + Emotional Intelligence in getting the word out about our programs. His advice is always right on target, he's on time and on budget, and he's very personable. They are a delight to work with and Dean and the whole team are extraordinarily knowledgeable. They have our highest recommendation. Dr. Laura Belsten, Founder & CEO, Institute for Social + Emotional Intelligence"

— **Laura Belsten, Ph.D.**, was Dean's client

"Dean's knowledge of social media specifically LinkedIn allowed me to close some of the gaps that existed for me. His insight on how to leverage this social media site in an effort for better prospecting and therefore increase sales was superb. He packed a lot of information into two short hours and sometimes it felt like "drinking from the fire hydrant." I would recommend his class especially if you want to work smarter and not harder in just 20 minutes a day."

— **Leanne Hoagland-Smith**, was Dean's client

"Dean is a leader in interactive online networking. He brings a new appeal to the game of profiting across networks. He makes working fun and showed me how!"

— **Sima Patel**, was Dean's client

"This boot camp offered us ground up info on social networking ! I recommend Dean and Forward Progress to all of my colleagues!"

— **Jim Vanderwier**, was Dean's client

"As I launched my non-profit organization Bangladesh6G, I had the need to run several web campaigns including effectively reaching my target audience for a petition for Nobel Prize winner Dr. Muhammad Yunus, launching an event to show a documentary movie about Dr. Yunus and more. Dean was absolutely instrumental in helping me figure out a strategy for all my campaigns and execute that strategy. He had recommended several web platforms and vendors that quickly and easily got me (previously a non-social media person) to not only become a social media person, but to get the results I was looking for. Dean is

highly available and is very keen in his coaching of any marketing campaign, especially a web-based campaign. He was very quickly able to understand the heart of my mission and figure out several ways for me to hit my goals. He was always a couple steps ahead of my own mission and continued to foster a very powerful vision of what else I could do. I am glad to have followed his advice and hit the goals I never thought possible with my non-profit. I am now working on executing my goals for 2012 since my 2011 goals have already been exceeded! It wouldn't have happened without Dean."

— **Munzoor Shaikh**, was Dean's client

"Dean has been providing coaching (social media and networking) for our practice of therapists and it has been hugely successful. We have a successful website (cle.us.com), we have increased our Google rankings, most of us have started successful blogs, and we are getting to be pros at LinkedIn, Facebook, and Twitter. We now stand above the competition in our market, thanks to Dean and Forward Progress!"

— **Jon Noto**, was Dean's client

"Last Summer Dean conducted a professional and social networking session for our master level students in our business, information systems, accounting and real estate programs. Many students commented on how wonderful the session was. We liked his presentation so much we invited him back again. In the second session, Dean did a marvelous job in showing our students the power of social and professional networking and illustrated some very useful real life examples on how they can make this work to their advantage. We do a series of these kinds of workshops throughout the year and Dean's presentation is one of the best. We look forward to having him back again. His knowledge and skill in this area would be a great benefit to any company or organization looking to maximize the power of social and professional networking. He has my highest recommendation. John Karras, Director, Career Services, Liautaud Graduate School of Business, University of Illinois at Chicago."

— **John Karras**, was Dean's client

"Dean DeLisle is "the man" and Forward Progress is "the firm" when it comes to growing your business in this "brave new world" in which we operate today! The guidance we received from Dean was infinitely more valuable than the financial investment we made for his services! Is there anyone more knowledgeable in the field of marketing via "social media" portals? I highly doubt it! In addition, Dean was personal, flexible, strong, demanding (in a good way!) and very clear in his communication and his teaching! I can say with conviction that as a result of the coaching we had with Dean, we have a much clearer sense of DIRECTION, we are much more CONFIDENT in our plan... and we have a powerful new CAPABILITY for achieving profitable growth! I highly recommend Dean DeLisle! "Watch the clock. Make a move!" :) Terry Brown"

— **Terry Brown**, was Dean's client

"Wow, what can I say about Dean! As I was writing my first book on LinkedIn Dean's name came highly recommended. After, speaking with him for 10 minutes I knew he was the guy to assist me in editing my book and taking it to print. He is very professional, knowledgeable on LinkedIn, and a coaches coach. I would

highly recommend Dean as a true Social Media strategist who can help any business owner or individual looking to grow their business."

— **Kimberly Manning**, was Dean's client

"We hired Dean to conduct Linked In training for our sales force and could not be happier with the results. Our people are constantly working Linked In to develop their network, research opportunities and make new connections. In work sessions he spends time answering questions and leading you through the steps to use social networking tools to their fullest extent. An investment in his training session is time and money well spent."

— **Charles Sherman**, was Dean's client

"Dean is one of the few people I have come across who understands how to derive real business value from social networking. He is expert in the platforms and their use, and in working with businesses to implement social networking tactics that support their overall business strategy. He's driven, but also fun to work with. He and his team at Forward Progress have helped guide us through this brave new world."

— **Betsy Hill**, was Dean's client

"Dean is an absolute pleasure to know and work with. He is always upbeat and squeezes the most out of every day and every encounter with others. His passion for life is infectious and his clients are rejuvenated every time they meet with him. His social media webinar, presented as part of the Business Accelerator Program, attracted the largest single event audience to-date for our program. He is also the social media coach for our agency that executes our program. As a result of his coaching we've experienced a tremendous increase in our social media results - Facebook membership is up 274% and LinkedIn membership is up 2675% (all in just 5 short weeks). He has certainly earned my endorsement. My best recommendation is that if you ever have the chance to meet Dean - don't let that opportunity slip by."

— **Dan Guzman**, was Dean's client

"I don't know anyone who is better than Dean at monetizing your personal network. He has an in-depth understanding of social media tools from both a technology and marketing perspective. I invited Dean to speak to my networking organization and he received rave reviews. I'm an avid fan and continue to attend his seminars and webinars."

— **David Carman**, *President & CEO, BNC Venture Capital Group*, was with another company when working with Dean at Forward Progress, Inc.

"Dean is a master in the social networking arena. I have worked with other social media strategists, but none have been able to show me the power of social networking like Dean. When you engage Dean, he builds the strategy and then quickly gets down and dirty in the implementation. He's patient, yet pushy. He's forward thinking, yet practical. Dean is an excellent coach that works extremely hard to make sure your efforts see results."

— **Michelle Lanter Smith**, was Dean's client

"Wow! Dean showed me real quick e-marketing tactics that I can really put to use right away. "I didn't know that was possible", but Dean did and it help me make more money with a fraction of the effort. Thanks Dean!"

— **Mike O'Neil**, *LinkedIn Author / LinkedIn Rockstar / Social Media Rock Star / Web 2.0 Blogger, IA Social Media: Home of the LinkedIn Rockstars*, was with another company when working with Dean at Forward Progress, Inc.

"I've attended several of Dean's webinars in conjunction with the WABC (World-Wide Association of Business Coaches) and I must say he is extremely knowledgeable, thorough but easily understandable in his presentations and over-delivers every time. I look forward to each and every one. Tom Garner Business Growth Advisor ACUMEN"

— **Tom Garner**, was Dean's client

"In addition to his tremendous knowledge of social network marketing, Dean has cared about and become part of our team at CLE. Dean uses his positive can-do attitude to inspire us to accomplish goals we never thought possible. As a result of Dean's coaching, I moved from being a skeptic to an enthusiastic proponent of social network development. Dean and Forward Progress are taking CLE to our next level in the fulfillment of our mission."

— **Rich Blue**, was Dean's client

"Dean DeLisle is truly a social media guru. I thought I was a social media expert because I had lots of friends on Facebook; however, in one evening his knowledge changed my life. I not only figured out how to link my social media presence across platforms, but I also got inspired to start working with small businesses and individuals to implement what he taught me. I highly recommend him as both a knowledgeable expert in social media and a trusted adviser to help you and/or your business to reach its fullest potential. Thank you Dean for helping to develop a vision for me and for my career. You are the best and I look forward to deepening our relationship through the W.I.N. training at the Wright Leadership Institute on Friday May 7th, 2010."

— **Sanjay K. Gupta**, was Dean's client

"Dean - thank you for teaching our group at Brillante Multicultural Marketing Group the power of social media. What I have learned is very informative, easy to follow and has increased by networking beyond what I thought was possible. Thanks for all your help!"

— **Roula Crews**, was Dean's client

"In a relatively short period of time Dean introduced me to capabilities on LinkedIn I would have spent months to uncover, if ever. His thorough approach and insight provided me the ability to become productive

in weeks instead of months. I have begun to generate significant opportunities in less than 1 month."

— **Carmen Lobis**, was Dean's client

"If at all possible, I will never miss the opportunity to be "trained, taught, coached, motivated, and inspired", by Dean. His methods are tried and true and he makes sure his presentations make sense to all. I encourage anyone and everyone to find out when and where Dean will be and to get there! I thought I knew the power of LinkedIn. Dean has "empowered" me on LinkedIn and my confidence in using this system has increased tenfold."

— **Valerie Nelson**, *Director of Sales & Marketing, Walsh One Consulting*, was with another company when working with Dean at Forward Progress, Inc.

"During Dean's social media trainings he effectively shows groups the power of our social connections to expand our reach and potential."

— **M. Gabriela Cantú**, *Therapist, MA, LPC, Center for Christian Life Enrichment*, worked directly with Dean at Forward Progress, Inc.

"Despite a crowded field of social networking experts, Dean DeLisle ranks above the others. He has a pragmatic approach to effectively integrating social media into an organization. His proprietary training approach is very effective and reflects his own business acumen as an experienced entrepreneur. We've adopted his programs at our consulting firm and recommended him to our clients. Don't miss the chance to work with Dean."

— **John Davidoff**, *Managing Director, Davidoff Communications - Specialists in Mission-Driven Marketing (TM)*, was with another company when working with Dean at Forward Progress, Inc.

"We hired Dean in December and I couldn't be happier about all the skills he has taught our staff on how to use social marketing. I've never met anyone in this field that better knows how to translate the elusiveness of network marketing into actually developing relationships and getting business. Dean and Rick are masters at this game!"

— **Jeff Stitely**, was Dean's client

"Dean was an engaging, fun and patient teacher -- he started where we were and helped us see the potential of social media on a personal project. Our group walked away with practical tips and a lot more knowledge and enthusiasm about the social media landscape."

— **Barbara Bohn**, was Dean's client

"Dean DeLisle is one of the single biggest investments we have ever made in our business. From day one, he spoke about how "we" can get things done. Not only is he results oriented, he is inspiring, creative, and does whatever it takes to get the job done. He also goes above and beyond - by personally investing in everyone involved in the project. I highly recommend using his services."

— **Barb Burgess**, was Dean's client

"Dean delivers a top notch webinar on "How to Build and Optimize Your LinkedIn Account for New Business." Until attending I merely flirted with LinkedIn. Now I understand its features better than ever before and I'm building a game plan for ongoing success - and that's after just one of the two sessions. Great value and presented very clearly - even for this reluctant techie!"

— **Martin Sawdon, Professional Certified Coach**, was Dean's client

"As a content provider to my list of financial and consultative professionals, Dean demonstrated an exceptional command of the intricacies of using social media as the ultimate client relationship tool. His webinar was both accessible and actionable, with considerable emphasis upon implementing the strategies he outlined, versus just "listening to the expert." I feel my list profited tremendously from his instruction and would highly recommend Dean to anyone looking for a social media coach or instructor."

— **Tammy Caldwell de Leeuw**, *Editor In Chief, Financial Advisor Netzone*, was with another company when working with Dean at Forward Progress, Inc.

"Dean did a great job with coaching us on how to reach more people with a fund raiser. Within a few minutes, we were all reaching way more people than I ever imagined."

— **Mark Zastrow**, was Dean's client

"Dean is the highest value and integrity I have experienced in 30 years of business. The way he has gotten behind our project is way over and above the call of duty. His creativity, drive, and partnership is total and I fear that sharing how great he is will reduce our support but his gifts are so great and his staff so fantastic they must be exposed as broadly as possible."

— **Dr. Robert (Bob) Wright**, was Dean's client

"I had previously found it very difficult to figure out how to use social media in my business. I found him to be incredibly inspirational and supportive and on my side in getting myself blogging, facebooking, and linkedining. He is knowledgeable and determined and very invested in our company's success. I'm so glad we are working with him!"

— **Jillian Eichel**, was Dean's client

"Having worked with Dean over the last couple of years, I've grown to appreciate his dynamic approach to business development. He is a great influence on business, bringing high value methods which expand the company's growth and influence using social networks and proven marketing methods. I've seen dramatic results recently using his LinkedIn Top 10 tips, nearly doubling our deal flow. Dean and his company, Forward Progress, are two of the best things to happen to our company in a long time."

— **William Beal**, *Managing Director, Redbridge Development Partners, LLC*, was with another company when working with Dean at Forward Progress, Inc.

"Dean DeLise is the most knowledgeable person I met that knows how to use Social Networking effectively for business results. I highly recommend Dean and his organization. Using his services gained me tremendous bottom line value. I know you will achieve great results working with Dean."

— **Darlene Ziebell**, was Dean's client

"I've watched two of Dean's webinars and have gotten so much out of both of them. He is a real expert at Social Media and can teach you how to make the connections you need to grow your business. I give him 5 of 5 stars. James Hofheins"

— **James Hofheins**, was Dean's client

"Dean is offering information that is very helpful to those who are not experienced with LinkedIn! I am already using the tactics suggested but it reinforces to others at the company the value of using LinkedIn. There is always a benefit to having someone else reinforce what you have been saying all along."

— **Lucinda DeVries**, *Marketing/Advertising, KPA Healthcare Advertising*, was with another company when working with Dean at Forward Progress, Inc.

"I recommend Dean because he and his company Forward Progress has been a great help to my sales goals in my profession. I highly recommend him and his services to anyone seeking success within a career of sales."

— **Cassandra H.**, was Dean's client

"Dean once engaged becomes part of your company! His ability to address needed change then provide the tools and support is a resource more companies need to know about. His firm over the past 2 decades have provided priceless services and documented methodology that we continue to apply and reuse within our businesses."

— **Jim Wolande**, was Dean's client

"Dean's company name Forward Progress is perfect. Dean is all about forward motion and is one of the best inspirationalists I have met. He gives of himself because he cares. He will give you the right advice instead of telling you exactly what you want to hear. He will expect the best of you and expect you to expect the best of yourself. One thing you can count on is you will always get the best from Dean. I am glad he is part of my network and my life."

— **Kathy Bradway**, *Designer/visionary specializing in senior living environments, Periwinkle Lane Interiors*, worked with Dean at Forward Progress, Inc.

"Dean introduced a new level of business diligence to our agency during our year-plus engagement. His methodology for setting a life-long platform for solid business practices, as well as his systematic and ongoing review of progress and adaptation, has caused us to truly internalize the new processes he brought in. Dean is the best trainer of quantified and measurable process development we have worked with. He is also

sincerely concerned for our success, and has remained an active colleague and partner since the time of our formal consulting engagement."

— **Kevin Masi**, was Dean's client

"Dean is a wonderful coach...introspective, systematic and results oriented. As a client, he was our guiding light, now as a colleague I look forward to doing great things together!"

— **Vicki Donnowitz**, was Dean's client

"Deans Coaching has helped me grow my company larger than I ever thought possible. Thank You DEAN!!!"

— **Carl Doppler**, was Dean's client

"Bottom line Dean is a man of his word and he gets the job done."

— **T. J. Wojtas**, *Managing Director, U.S. Residential*, managed Dean at Forward Progress, Inc.

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— **Yvonne Engelbrecht**, was Dean's client

"Dean is one of the most innovative and out of the box business owners I have met. He continues to be a generous contributor to help move businesses ahead and find the ultimate maximizer. His gift is an insight to understanding what is not working and then coming up with a series of solutions to solve the challenge. Recently checking out what he is doing with his coaching efforts has renewed my belief that businesses cant afford not to use his services. I have had the pleasure of working with Dean and several of his partners and the experience always has been a positive one. Thanks Dean and keep up the great work!"

— **MARK GONSALVES**, *founder, National Real Estate Solutions Group, Inc*, worked directly with Dean at US Residential, LLC.

"I have worked with Dean as a business partner when he was with JDS Group and found the working relationship with Dean to be very professional and Dean to be very organized and focused on his needs. Dean has been diligent about keeping in contact with me through Forward Progres and I have seen Dean display the same professional traits. I highly recommend Dean and his Forward Progress program to any business partner I have and encourage them to contact Dean and discuss his expertise in networking and sales growth. I encourage attending one of his seminars to any sales staff who wants to see growth in these areas. Carol Seib Bankers Advertising Aurora, IL 630-892-8348 caroljseib@att.net"

— **Carol Seib**, *Sales rep for Bankers Advertising, Bankers Advertising Company*, was a consultant or contractor to Dean at JDS Group, Inc.

Expertise

Sales Techniques

[Contact Dean on LinkedIn](#)