

Action Learning Corporation

Our Clients



Pat O'Brien
CEO of CDI

“I've known Greg since 2000 and in the last 6-8 years, CDI has seen a 30% per year increase in revenue. That's incredible growth. A lot of companies get one time sales help and pay a fee like they're consulting an attorney. That's not Greg's philosophy. Greg has been working alongside our company doing different things as the needs of the company change and he's been influential throughout our entire sales process.

“Greg is a true teacher/student of the sales game. Every time I see Greg he gives me a book to read. He gets our sales people reading, going to seminars...he believes in keeping people informed and that's how he stays on top of it.

“Greg is a phenomenal goal setter. Every goal this company has set, we've reached. He always gets it done. Set your goals, write your goals, live your goals. Greg taught me that.”



Mike Sime
President of Creative Carton

“Greg has done everything we've ever asked him to and more. He gave us insight into how to advance our connections and actually helped us create a whole other level of sales. He connected us to on-line business, which now accounts for 5% of our sales.

“He's done sales retreats, one-on-one coaching, sales meetings and seminars...he doesn't just tell you how to be dynamic and innovative, he shows you. He lays out a concept and the system around it in a way that creates a thrilling, memorable moment.

“In the atmosphere of life, working with Greg is like breathing pure oxygen. He's always checking up on us, keeping in front of us and doing all the right things. He's a creative, out-of-the-box thinker...a super salesman who has really helped give our company some lift.”



Lynn Petros-Winn

CEO of Recycle Technologies

“Greg and I started working together 2 years ago and in that time he has undertaken huge projects that have definitely increased our sales. He branded our company - redesigned our brochure and website - and brought six terrific people to our sales team. What he accomplishes for us could only be done with a lot of time and a lot of care, understanding and passion for what we do.

“When Greg is here, he's 100% in the room. He's not thinking about his other contracts, of the other hundred things on his to do list...Greg has an uncanny ability to make you feel like you're his only customer.

“It's as though Greg can see what's going on 10,000 feet above the ground. He sees the way you do things - the way you've always done things - and gets you thinking in a new and great way. He is simply phenomenal to work with. People embrace Greg because he brings out their best.



Joe Baer

Regional Vice President of AVI

“We first used Greg for a team building exercise and he conjured up some fun stuff that got a really great response among our internal customers. From there he did some one-on-one sales coaching and within 30-60 days we were seeing tremendous results. He started working in 5 of our 10 offices and all five saw an increase in sales. Today, every office is using him.

“Greg started calling me in 1994 and he didn't get my business until 2003. He's not just looking for a project, Greg is all about making relationships. He believes in never hearing 'no' because he believes in everything he teaches.

“He takes all the jumbled up info in your head - all the stuff you know about sales - and transforms it into a step-by-step process. Everything is a process. He gets you introducing, discovering, building a rapport and uncovering the things that customers are really looking for.

“Greg doesn't invent this stuff, he steals from the best! He's a voracious reader, a voracious learner...Greg doesn't read books, he devours them. He reads it, retains it and knows exactly how to teach and apply it. Greg believes in lifelong learning and lives it.”



Lou Petros

CEO of Alpha Power and Technology

“I wish Greg would get rid of the rest of his customers and work exclusively with me!

“A lot of people tell you they can do all kinds of great stuff and when you hire them they drop the ball. Greg picks up the ball and runs with it. I don't have time to train someone and watch over their shoulder and that's why I have a guy like Greg. He claims to have great achievements and he produces. He's got a lot of wonderful experience to back him up and he delivers on a daily basis.”

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