

“When sales teams understand and use the concept of Productive Tension in their presentations, it revolutionizes the result they get. In my 20 years of sales training, I've never seen anything like it.”

**Perry Holly, IBM Leadership Development Software Group Sales**

“Regardless of the training you give a salesperson, when they are out in the field they will do what they believe in their heart will land the sale. A person is much more likely to succeed with this because the MasterStream® Method reflects the way a salesperson thinks, and the way a prospect really acts.”

**John Underwood, MS, CSP, The Selling Edge**

The MasterStream Essentials program gave me a new perspective on how to deal with prospects. The description of different levels of tension and how to manage that is invaluable. The course was fast paced and had a wealth of information that I can use in my business right now. The supporting workbook and worksheets helped to guide me through a different way of communicating with our prospects and clients. Thanks for a great course.

**Denny Stockdale, Stockdale Resource Group  
Professional Coach, Author & Motivational Speaker**

The first session was amazing! Not only does new material jump out and grab me, I value a beautiful synthesis of pieces held dear to me in my career. I wanted to send you a testimonial but so far I can't get past "IT IS CHANGING MY LIFE" without tearing up.

**Bob Rosen, Robert P. Rosen & Associates Consultant**

"I'm not a marketer and I've always thought that I'm not a seller. For years I've been offering my services with a reticence or fear of how I'm coming across. I took T's MasterStream: Essentials class and I realized that his sales method aligned with my values and the core competencies of coaching. I got 15 new clients within 2 weeks of the class."

**Augusta Nash MCC Georgia Coach Association**

I can't recommend MasterStream: Essentials more highly. T. packs more information into 4 hours than most people stretch into a 6-month program, and none of it is fluff. His method is unique and based on understanding the psychology of the prospect. It's natural and comfortable. Isn't that what selling should be all about in the end?

**Eugenia Kaneshige Norwood Career Advisors**

Without a doubt, I credit my marketing success to T. Falcon Napier! I am his biggest fan in appreciation for the impact he has single-handedly had in my growing my business. I have followed precisely the tools and procedures he developed and taught through his MasterStream program. MY coaching and training practice has increased significantly by implementing many of his techniques and soon became second nature when speaking with potential clients. He just made it so easy to “get” and just as easy to remember to follow through! My schedule is now filling up consistently and it is a joy to not only witness the impact my work has with clients, but that I am able to sustain myself by doing the

work I love!

**Ellen Schuster-Nastir, M.Ed., CPCC**  
**Professional Certified Coach, Trainer & Speaker**

There are three components to the MasterStream Essentials class that I found critical for me to develop into a more effective marketing and sales person. First, was to learn the differences between marketing and sales. Second, were the concepts of change and of tension management (they're not just the fields for therapists and drug companies!). Third, was the ChangeWorks! profile. The profile helps me determine what I consider important in marketing and sales and my readiness to perform those tasks. As well, by better understanding the ChangeWorks! profile concept, I can more accurately determine how to move a prospect into a client!

**Greg Hill**

“What I want most to communicate to people like me is that the people behind the programs of Tension Management's curriculum offer the most practical skill development for creating, maintaining, and succeeding at living a personal and professional life based on mutually rewarding, value added relationships. I already have greater safety and security, more happiness and health. It is simply the best program I have found in decades of searching.”

**Bob Rosen, Robert P. Rosen & Associates Consultant**

The Tension Planner really got my attention. I loved the logic and the skills seemed so natural. I knew what I was doing but now I have the key to stay focused.

**Sandy Cropper, Indiana Coach Association**

I found the "MasterStream Essentials" course extremely interesting yesterday and through all of his talk about 'change' (Melaleuca offers safe, secure, healthy and I suppose happy solutions) and 'control' (the primary reluctance I get is the 35pp order every month, give them control by explaining "you decide what to buy and when in the month to buy and if Melaleuca makes sense for their family to continue shopping") I was making all kinds of notes relating to our business. I completed the "tension planner" while we were on the phone and am looking forward to next week.....I don't know how he is going to get through the rest of the course in just one more class??

**Kimberly, Melaluca Representative**

“I am a constant learner in all that I do. I always want to sharpen my sword to become the best coach and presenter that I can so when the opportunity to go through T. Falcon Napier's Sales Class came up, I couldn't miss it. One of the best keys that I got out of the class had to do with Tension...in the past I had been hurting my sales efforts and never understood why...Tension was the solution! And it is not the tension you're thinking about because ever since T's Class I have been selling my services like crazy! Thank you T. You Rock!!!”

**Patrick Dougher**  
**Sales and Marketing Consultant**

“Thank you! This course, "MasterStream Essentials" is like a good movie or a good play to me.

This is my second time through---and I'm catching/seeing/understanding so

much more than I did the first time! It is wonderfully enjoyable because you see and hear so much more the second time and you are making those skills very accessible to me!

So, I thank you deeply for the preparatory work you've done in past years and especially for your willingness to repeat the information periodically for us slow, methodical learners!"

**Dennis Hooper, Leadership Consultant**

"I went back through my sales script and cleaned it up to follow what T showed us. The conversation now feels cleaner and less chaotic. I could feel the difference. I even felt different. Way less stressful on me if I just follow the path. If you take them all over it feels confusing like you don't know what you are doing and I can see that now. Now it's so much smoother, much quicker. It was interesting to experience and the call turned into a client."

**Lori Howard, Career Transformation Coach, Chicago Illinois**

'Ive become 1,000 times better at selling. People are always selling "secrets," but T's approach really is a secret in that it is unique. Some of his key ideas are so critical that if you don't get one right, you don't just reduce your sales by a small percentage. You don't sell at all.

**Joe, Norwood Career Advisors, Charlotte North Carolina**