



## **What Sales Leaders and Best Selling Authors Are Saying About *The Unexpected Tour Guide***

*“The Unexpected Tour Guide is full of wisdom and insights that will make you a better salesperson and a better person overall in every area of your life.”*

~ Brian Tracy, Bestselling Author of *Unlimited Sales Success*

*“Brief, powerful and impactful. The Unexpected Tour Guide combines an entertaining story with some of the best teaching you'll ever receive on how to become a hugely successful sales professional. If you're in the selling profession, buy this book. If you're a sales manager or leader, buy one for your entire team and watch your sales numbers rise and rise.”*

~Bob Burg, Bestselling author of *Endless Referrals* and *Adversaries into Allies*

*“Your life, your income, the results you're getting are nothing more than a mirror reflection of what you are putting forth. If you're unsatisfied with your current results, read The Unexpected Tour Guide. It will help you gain a new, improved perspective and find a more fulfilling direction.”*

~Tom Hopkins, Bestselling author of *How to Master the Art of Selling* and *When Buyers Say No* (with Ben Katt).

*“The Unexpected Tour Guide” may very well be one of those stories you remember for the rest of your life. And if you apply the lessons it contains, it may lead you to one of the best stories yet to be written – yours.”*

~Paul S. Amos, II, President – Aflac

*“The Unexpected Tour Guide; I couldn't put it down until I finished it. What a great little book. This short read tells a timeless story that will not only be impactful to those in sales or business, but to everyone in every walk of life. Jesus Christ taught through parables for a reason. Jeff West does the same with this gem of a story that will be life changing for all who read it. Thanks Jeff!”*

~Michael J. Tomlinson, Senior Vice President, Director of Sales, Aflac

Jeff C. West

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*"I have read many books in my 35+ year sales career and this is one of the best. Jeff has written a book that can change your career but more importantly your life. He shares principles that are timely for the struggling salesperson but also the seasoned professional. Most important he helps us discover why we do what we do."*

~Lynn G. Barnson, Market Director, Aflac-Utah

*"Just finished The Unexpected Tour Guide. Thanks in advance from every salesman whose career will be successful because of it! Great story – laughed, cried, remembered."*

~Eric Leger, Vice President – Aflac, Southwest Territory

*"At around 10:30 I began reading your book... I honestly couldn't put it down. The funny thing is that I never once considered putting it down and giving in to the temptation to sleep. Your messages are spot on and I truly enjoyed every chapter as the story unfolded. It's now 1:02 and I just had to send you a note of thanks."*

~Blaze Fremin, Market Director – Aflac, Louisiana

*"Regardless of how motivated you may be, if you will read Jeff's book and do the exercises, you will become even more motivated and discover areas to develop to take you and your business to a higher level. The Unexpected Tour Guide will become a classic in the field of personal development."*

~Mike Butler, Market Director – Aflac, North Carolina