

PEOPLE ARE TALKING!

"I have had the pleasure of working with Theresa Valade for many years, both in a professional and volunteer basis. Theresa brings a unique talent to challenge one's personal and professional skills and capabilities. As a business coach, she helped me evaluate paradigms and assisted me through a process that moved me outside my comfort zone. It was then that I rediscovered that excitement that comes from finding solutions rather than problems. Using a development plan provided the foundation for my successes and will certainly be my compass for future successes."

— **Gus Brown, Procurement Manager for a 40 billion dollar company**

"I think Theresa Valade acts as a great silent partner for those trying to complete a task. Her energy helped us complete several projects including the completion of a diversity task, an enterprise task and a successful facilitation of a major research project. I will hire Theresa for all of our difficult tasks in the future. Her enthusiasm and organization make Theresa an asset to her clients."

— **Garrard McClendon, The McClendon Report-Merrillville, IN**

"Theresa makes you focus on what you want and how you are going to get it. It sounds so simple, and at first I was skeptical of "coaching." I'm not a touchy-feely person. The first workshop was a powerful learning experience for me. It opened my eyes to how much I was distracted from my goals and priorities by the everyday fires that ignited my desk. Now, I'm finding ways to keep the fires to a minimum and concentrate on the activities that will be most beneficial to my performance"

— **Andrea Proulx-Buinicki, Former Major Gift/Planned Giving Director, Opportunity Enterprises – Valparaiso, IN**

"I expanded my mailing areas and with that I was like, 'How am I going to manage?' Theresa helped me put systems into place on how to maximize my assistant to be more of a support, to get more done and be more efficient. Theresa took a birds-eye view operationally of my business and helped me put some things into place. I had several 'a-ha' moments."

— **Beckie Guffin, owner of Direct Mail Advantage**

“In professional development, there is always a need to present situations. While people hate role playing, they like to see real-life context. Readers Theatre presents material as a story, which I believe more people can relate to. The audience is involved in the issue immediately and interested in a way that they might not have been. It allows them to think about the concern in a new way.”

— **Stephanie Stalmah, program director for Institute for Career Development**

“She keeps me on schedule and on task. She keeps me organized and assists in enhancing and developing procedures and policies. Without, Theresa, I would not set aside time to complete the tasks that I don’t necessarily like to do. She continues to help me learn to let go and delegate tasks to my team. Lastly, she gives encouragement when I have had concerns and ensures I stay the course.”

— **Karen Vogelsang, principal and senior financial advisor, Vogelsang Asset Management - Valparaiso, IN**

“I believe the Success Trek workshop has given the staff more motivation and ability to think outside the box. She reminded us to stay positive. This is the Crisis Center. It’s a tough job and it’s important to stay positive. There are so many trainers and different agencies just like her but her upbeat presence and positivity made a difference. We felt good when she was here and really positive when she left. She really revved us up.”

— **Gavin Mariano, program coordinator at Crisis Center - Gary, IN**

“For six months, I have worked with Success Trek Inc. and Theresa Valade. The Hobart Chamber of Commerce retained Theresa to serve as a coach/mentor/facilitator for the Board of Directors as they went through the process of writing and implementing a Strategic Plan. Theresa began her process by providing the board with her extraordinary experience gleaned from other organizations that have written such a plan.

“As a facilitator, she provided appropriate templates and made, what could have been a daunting task, into an organized, learning, invaluable, and dare I say, enjoyable experience. She brought value to the Hobart Chamber of Commerce that was more than worth her fee.”

— **Mike Adams, Executive Director, Hobart Chamber of Commerce - Hobart, IN**

“Theresa is excellent at engaging people and helping them to clarify their dreams, ambitions, and life roles. I have heard her work through challenges, collaborate with her

colleagues, and coach her clients through difficult circumstances. She sees the best in people and is able to inspire others through her zeal and sincerity."

— **Mary Stewart-Pellegrini, Managing Director, The Stewart Management Group, LLC - Gary, IN**

"I was so pleased to spend the day just focusing on my business and my personal life plans. I would not have taken the time out of my busy schedule to drill down so much and examine my goals if I had not attended this day. Thanks!"

— **Sharee Morse, Owner, Morse and Company – Michigan City, IN**

"Thank you for convincing me to take a "time out" to reflect and re-energize. Accountability is key to motivation – for ourselves or others. I appreciate the opportunity to identify areas needing improvement and obtaining tools for accountability."

— **Marci Crozier, General Manager, Omni 41 – Schererville, IN**

"I tried Success Trek not knowing what to expect. As a small business owner I have a lot of responsibilities and not enough hours in the day to get everything completed. My first 8-hour group coaching session gave me a day to sit back, relax, and truly focus on my life and business. I am able to prioritize, think about projects and goals, and really think not only how to grow my business, but how to improve my quality of life. In a little over a month I was able to accomplish some great things and I believe Success Trek helped make this possible by keeping me accountable." I would recommend Success Trek to anyone who wants to grow both personally and professionally."

— **Stephanie Jones, Owner, Innovative Organizing – Kouts, IN**

"At first, I was very skeptical that Success Trek could even help me and why did I need someone helping me to strategically think. I forced her to prove to me how she could help and she positively rose to the challenge. After sessions with Theresa Valade, I realized how important she became to this company. She has helped all of us in many ways, for example, better communication, organization, personal growth, conflict resolution, and growth without the intense growing pains. Success Trek is worth the money and effort it takes to become a more efficient and thriving company. She has made a huge difference here and I thank her for her knowledge, dedication, and patience."

— **Tina M. Stephans, Former Factotum, Taltree Arboretum and Gardens Valparaiso, IN**