



## ***WORK SMART, Not Hard!* Testimonials** **Organizational Tips and Tools That Will Change Your Life!**

### **What people are saying . . . .**

"We enjoyed Kim visiting our company and making the Work Smart, Not Hard! presentation. We all learned something from her. Kim is very professional and makes a great impression." -**Suzan Wright, V.P. Fidelity Residential Solutions**

"Thank you so much for the wonderful presentation. You were definitely a home run!" -**Tamara Lang, Cincinnati USA Regional Chamber**

"The Work Smart team put on a fabulous and valuable workshop for the Cold Spring Library! Kim Jehn's presentation was flawless and her enthusiasm for the Work Smart system quickly engaged the audience. Combining that with Jane Schulte conducting a book signing after the workshop, made the program all the more special. The team's expertise and advance preparation for the event was impressive and most appreciated! It was a pleasure to work with them in every respect." - **Janet Arno, Cold Spring Library**

"Kim's dynamic presentation offers proven and practical tips to organize work and to channel more time into our real priorities of the day. Nearly everyone who wants to break habits that are inefficient and wants to WORK SMART, Not Hard will find a gold mine in the additional books and materials introduced." - **John Humpert, Cold Spring Library**

"Thank you for taking the time to travel to Lexington and give your presentation to our group. Your presentation was one of the best that we have had this year! Actually in my opinion it was the best." - **Otto Pittner, e-Printing Express**

"I was very impressed with your system and have already incorporated it into my office at Shimmers. It is a great idea and should keep the office more organized. This was one presentation I was glad to have seen." -**Sandi Couch, Shimmers Tavern & Ballroom**

"Earlier this year I attended a "Work Smart Not Hard!" workshop sponsored by Jane Schulte and PRISM Title & Closing. The knowledge I gained made a significant difference in how I organize and prioritize my work. Her strategies have been time-tested, and they make the most sense of any organizational system I've considered." -**Jo Moore, Jo's Sewing Studio**

"I really enjoyed the presentation yesterday and I truly feel that this will be helpful to me. I have already implemented the H.O.L.D. pile as part of my routine. It will take some time for me to implement P.E.N.D. but I do have full intentions of doing so. Your presentation was clear and to the point. Thank you." - **Brandon Masters, ROMI Machine Tools**

"Time & task management are critical tactics to our growth strategies. Jane and her "Work Smart" team have been the perfect partners to get us and keep us on our True North! Work smart and have time to do the important things that really matter." -**Bob Pautke, President True North Achievement/Job Search Focus Group**

"The biggest time management struggle I had was daily communication between my office manager and myself. After attending the Work Smart, Not Hard! Workshop and learning about the PEND System, it made it a lot easier for the office manager and myself to communicate on a daily basis." - **Amber DePrez, Dutchgirl Enterprises**

"The overriding message of the workshop is really truly that if you want to be successful, you absolutely have to be organized and I think the workshop does such an excellent job of reinforcing that theme. Taking it a step further and showing you very practical ways how you can truly be organized with your day." - **Erin Schreyer, Sagestone Partners**

"My biggest struggle was staying organized with my day to day tasks. I can figure out the big picture but a lot of times the details were falling through the cracks. I feel like with the Work Smart, Not Hard! Workshop I can now effectively manage my time." -**Bryan Harp, Losantiville Country Club**

"I absolutely loved the Work Smart, Not Hard! Workshop. In particular I love the PEND System. With the piles of paper work on my desk and the thousands of emails I have to sort through daily, this is really going to help me stay organized and just make my day so much easier." -**Krista Kleem, Klein Printing & Promotions**

"The tools were very easy to follow and I felt as if it awakened the genie or genius within myself. I feel as if I now have a sense of calm and purposeful awakened action at work. I went from frazzled to flow!" -**Margaret Klein, The Keith Klein Art Studio**

"I visited Prism last week for the Work Smart, Not Hard Workshop, and I'm proud to say, since I've returned to my office, I've cleaned my desk, got my A, B, C, and D piles all set and have a PEND system in my drawer. This was by far the best workshop I've ever attended. Kim's presentation was very energetic and it was obvious that she believes in this system. I'm well on my way to being more organized and therefore, more successful. Thanks Kim!" -**Lyn Summers, A.S.K. Services**

"Wonderful job! Your presentation for the International Special Events Society was right on. What I loved about your information is that it applied to everyone in that room no matter what part of the event industry they were in and the information was adaptable to work or home. You can see from the feedback forms our members really appreciated the information and were able to use the techniques learned and take it back to home or work and immediately start implementing them. Thank you for taking time out of your schedule to speak to our group." -**Jennifer Hurdle, Academy Expo**

"I found your program was very powerful and innovative. You have a wonderful way with words and I was especially impressed with your description of the laws of attraction. Personally, I am always looking for ways to improve my productivity and efficiency, and I plan on putting your advice into action. Many thanks!" -**Belinda Wunsch, Cincinnati USA Convention & Visitors Bureau**

"I thoroughly enjoyed your presentation, and have already implemented the \"hold\" pile. I also bought the book, and my husband actually read it tonight! Hopefully he will implement some of the strategies in his investment management position! Thank you again, best wishes for your consulting venture in 2010!" - **Beth Cooper, The Time Placement Service**

"I have to tell you, Jane Schulte was just an incredible idea. She did a beautiful job at hitting on so many areas that will help people in their jobs. I am going to utilize her recommendations." - **Vonda K. Pickens, Hunter Consulting Company**

"Your advice is awesome –crisp, to the point and actionable now. I read "Work Smart, Not Hard" (plus articles on your website) and just this morning I began my conversion to a PEND system and smarter use of "tasks." -**Bob Pautke, ProTrain True North**

"Just a quick note to say thanks for a great WORK SMART, Not Hard! Seminar! I immediately went back to the office and set up the e-PEND system. I'm looking forward to putting it into practice. Thanks again." -**Sarah Weigman, Action COACH**

"It was obvious how passionate you are about what you do! And, it was clear that your audience gained tremendous value from your presentation...I heard some people talking about their plans to implement the PEND filing system. They sounded serious about making the purchase of file folders to get it going immediately. That sounds like true impact. All the best to you as your vision unfolds into greatness." -**Judy Office, PCC Inner Summit LLC**

"You beat me to the punch of connecting with you. "The event was wonderful and I really think that more people need to follow the idea. We are going to start implementing some of the ideas that you shared and that are in the book as well and then pitch the idea to the powers to be. "I have been a fan of yours since our first meeting." -**Anne Maj, Benefit Resources, Inc.**

"I wanted to take the time to thank you for your great information about "time management." It was very informative and relevant to my everyday work place. I hope to take these skills and utilize them into a more productive day. I truly do appreciate your energy and time." - **Robyn Atkinson. Tricorps Services**

"I wanted to let you know that I let my office know that I was so inspired by your presentation last week that I set aside most of last Friday to reorganize and clean my office. I put in some of your ideas in place and others are kind of my own organizational system. When I was done with my **Office Makeover**, I sent an email out inviting the staff to come in and take a look! They thought that was fun and I threw out 2 large bags of trash. Still on my To Do list: alphabetize my business cards, look through my pile of mail (leads for me since we are in direct mail business) and prioritize the mail, and delete emails!" - **Cyndy Driehaus, Custom Mail Services**

"The Work Smart, Not Hard! workshop is very powerful with many take a ways you can apply not only in business, but in your personal life as well. It demonstrates a very simple approach of being positive, always think of great things and those things seem to come to fruition. It also covers life/balance and the importance of concentrating on strength not weakness. It addresses the human side and personal side of the business and building a team with support, direction, personal involvement and overall a positive approach." - **Bob Kissel, President, KDM P.O.P. Solutions Group**

"Thanks so much! I thoroughly enjoyed the presentation and am looking forward to reading your book. Your approachability, warmth and time are greatly appreciated!" -**Mary Beth Dunn Wilson, Event/Meeting Planner, Project Manager and Administrative Professional**

"Thank you for presenting some great organizational skills at the Career Achievement meeting today at NKU. Thanks for helping us make a difference in our lives!" -**Sharon Laughlin**

"After meeting with Kim Jehn in my home office, she was able to help me simplify the way I file and follow up with my files/clients. I wasn't sure how it was going to work for my business because my files require a lot of follow-up on a weekly to some times daily basis. Kim began to physically help me organize my office and even helped me go through every single e-mail until my inbox was empty! It was so great, the next day I follow the system she showed me on prioritizing my day by using A B C and D piles that it significantly reduced the amount of time I spent following up, because I was no longer running around trying to figure out where I put everything! Now my time is freed up to find more properties and write more offers. Thanks Kim! I highly recommend Kim's PEND system/organizational services!" -**Nathalie Mortine, Realtor, Coldwell Banker West Shell**