



INTERCOMMUNICATION

TO: E.W. Bock

FROM (NAME & EXT):

RECEIVED

JAN 14 1986

V. M. DONOVAN

Bud Benson

Ext. 3369

LOCATION & DATE:

Blue Bell, PA

DEPARTMENT & M.S.:

January 9, 1986

Public Sector Mkt.

CC: T.V. Yarnall

SUBJECT:

Sales
Education

I was employed by Sperry in the role of Senior Sales Instructor from August, 1984 until November, 1985. My primary responsibility during this period was as the UNIX instructor for Sales Education. In this period of time, I worked for several managers, including Tom Yarnall. My experience with all of them was extremely positive and I took many valuable skills with me to Blue Bell that I developed during my tenure in Sales Education. Speaking personally, I would not have traded the time I spent with Tom and his staff for any other work experience I have ever had. The style of work in Sales Education fosters self-discipline, accountability, and that "something extra" that is often required to fulfill a mission. While the turnover rate in Sales Ed. has been high during my employment with Sperry, it needs to be pointed out that, in most cases, the people who left have advanced themselves, in some cases rather dramatically. In my case, the demands of my current job in Blue Bell have been made easier as a result of the skills I developed under Tom's directorship.

I look forward to working with Tom and his staff in some capacity in the near future.