

Jonathan O'Neill

**Managing Director
of Sales**

I originally read the Wingman's advertisement in Selling Power magazine (June 2007) entitled, "**Turn your next sales meeting into a Top Gun event**"! On January 8, 2008, the Wingman, Waldo Waldman, performed an incredible Sales & Marketing event for Hilton Grand Vacations Company-Oahu, the vacation ownership division of Hilton Hotels Corporation. He addressed our combined Sales and Marketing teams and delivered on everything he said, and more!

"Exciting, Challenging, Emotional, Entertaining and Thought- Provoking" are the first words that come to mind when describing his performance. What was equally impressive as his performance was his detailed preparation. He conducted "Pre-Mission Briefings with not only myself, but members of our team, to learn the particular vernacular and nuances of our business in order to uniquely customize his message to our audience. He literally **"spoke their language"** which enabled him to communicate with the greatest possible impact.

Our Top Gun event was attended by over 350 Sales and Marketing team members and Management staff, as well as members of our Executive team from our Corporate office. The Wingman performed his keynote address for over one hour and fifteen minutes and, afterwards, conducted an intimate, superbly crafted **"Leadership Workshop"** for ninety minutes exclusively with over forty members of our management staff.

The experience was simply **"worth every penny"**, and has given us our battle cry for 2008..... **"One Team, One Goal"..... "Push It Up"**.



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