



Tim Freeman
Sales Leadership Coach...
a Coach's Coach

Tim is an experienced sales professional, leader, and coach. His 30+ years of real-world, front-line sales and coaching experience allows him to connect at all levels in sales organizations.

Efficient Marketing, LLC was created in 1986 when Tim and his team partnered with several banks to offer insurance services to clients of private banking, business and commercial banking units. In 1992, when leaders of banks and professional services firms asked Tim to help them grow revenue, Efficient Marketing began to address issues related to sales productivity.

Today, Efficient Marketing partners with client firms to grow revenues by co-developing custom systems for:

- Learning
- Engaging clients
- Leading teams

The Efficient Marketing coaching staff works “close to clients” by coaching sales leaders and team members, we help sales managers become more effective sales leaders. We focus on real situations – not theories. Tim frequently assists clients with large complex major accounts.

We develop leaders to develop talent and more business.

“Tim immediately connected with our best sales people and managers. Because he preaches what he practices, the art and science of peak productivity, Tim’s expertise is obvious and his passion for excellence is contagious. He’s been “out there” for over 30 years, making his way in a pay-for-performance world. As our partner, Efficient Marketing has helped us grow (without acquisitions) from under \$1 billion in 2001 to over \$4 billion in 2004. As Tim says ... ‘It’s about clarity and execution’.”