



NEWS RELEASE

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August 17, 2006

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Talent Management Club Big Success

High tech partners see recruiting and retaining top talent as top challenges

Novato, California (August 17, 2006) – Channel partners are turning to the Success With People Club to learn how to hire, manage, develop and retain top talent more effectively.

The fact is most channel partner companies are managed by people with a sales or technical background who have never been trained how to manage talent effectively. The problem is entrepreneurs manage by ideas whereas superior talent management is based on a system. Success With People is a easy to understand, simple to implement system developed by David Russell, a former channel partner who has been in the computer industry since 1982.

Juan Chua, President of Nexus Technologies in the Philippines, explains, "I first learned about Success with People from attending the recently concluded Microsoft Partner Conference. I was quite impressed with the no nonsense talk of David Russell and promptly subscribed to his website. It has been a most valuable tool for a small business such as mine. The monthly leadership CD and "e-consultation" for people management issues are a great value for money. Resources that I would otherwise not be able to afford."

Mark Jacobson, President of NetGain Technologies of Kentucky shares the struggle of many channel partners when he comments about the Success With People Club. "I feel that people are so busy with the day-to-day; they forget to step back and took a look at their business. This (Monthly Leadership) CD reminded me of a couple of basic things we need to accomplish at NetGain Technologies. Otherwise, I might have overlooked

them for some time. It contained data that leaders should be reminded of and how they should start now in order to lead their people.”

“High-tech entrepreneurs are very systematic in the way they set-up a new server, install a network and perform dozens of other tasks, but when it comes to managing people too often they go with their gut,” observed Russell. “The result is they make hiring decisions based on emotion rather than fact, and their management style is very inconsistent and not as effective as it could be.”

Greg Koniecek, President of Sidler Clarke in Mississauga, Ontario, Canada adds, “There are number of great management books explaining the best practices for Human Resources. David's one-hour "how-to" seminar was able to accelerated positive HR changes in our company. Let's face it: for a consulting company like ours, a human capitol is by far the most important asset and the Success With People Club, was for us, the next logical step. It is like having a meeting with your personal coach every month. Without hesitation, I would recommend the Success With People Club to anyone considering managing people.”

David Romig, President of The Computer Solution Company in Midlothian, Virginia agrees. “I’ve found the material is exactly what a small business owner needs. It provides practical advice that can be implemented in a stepwise fashion, facilitating iterative improvements that steadily move me and my organization toward our goal of becoming a great organization.”

“I have been asked for the Success With People Club more than anything else over the past year as I’ve worked with a wide variety of companies,” Russell explained. “The Club is unique in that for only about \$25 a month it mentors leaders to stay on track hiring, managing and developing people according to the Success With People system. The response has been very enthusiastic from an international audience of channel partners.”

Interested entrepreneurs, company leaders, managers and channel partners can visit www.SWPclub.com to learn more about the benefits of membership.

About Success with People

Success With People, Inc. (www.successwithpeople.com) teaches companies or workgroups and mentors executives how to implement a system of hiring, managing, developing and retaining top talent. The *Success With People* system is quick-to-learn, easy-to-use system that helps leaders and managers build stronger, more productive relationships with employees so people can achieve their dreams. The often-requested *Success With People Club* is a monthly Leadership Training CD and Member website to mentor entrepreneurs into strong leaders. The company also offers coaching, consulting, online work-related personality assessments, online background checks and services focused on helping entrepreneurs, managers and business owners manage people and priorities more effectively.

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