

# Steve Hughes

Trainer, The ACT Group

11 Years



*Don't aim for success if you want it; just do what you love and believe in, and it will come naturally.*

This quote describes Steve perfectly. He is passionate about teaching the No-Pressure Selling® Process and success naturally comes to him. His experience has given him a comprehensive understanding of all aspects of the sales process. But don't take our word for it... let his track record speak for itself. In his 12 years as Sales Manager, Steve grew his team from just three to eight full-time salespeople. During this period, the company grew from 2.5 million to 11.3 million! Steve feels strongly that the No-Pressure Selling® Process was paramount to the success of his sales department. But that's not his only accomplishment. Steve has been married to his wife Ginny for 33+ years, and helped raise his daughter Lindsay to become a strong, successful, independent, woman.

If you ask Steve why he loves what he does his first response is apt to be... "I love what I do because the trips to the airport are so much fun nowadays." But on a serious note, Steve will tell you he really enjoys what he does because he feels like he is giving back to an industry that has provided so much for him and his family.

We all know that a teacher's success comes from his students. One of Steve's favorite success stories is that of Amie, a single mother of twins, who just recently ventured into the sales arena. Amie came to a 2-day Max Profit to see what sales in the HVAC industry was all about. After class Amie had a few questions and Steve advised her to attend a 4-day Boot Camp for additional training. Recently, Steve received a call that Amie had broken a barrier at her company of over \$100,000.00 in a month, a feat no one had accomplished in the company before! Congrats Amie, we are proud of you!

**Questions?**  
**Call me TODAY!**  
**800.515.0034**



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