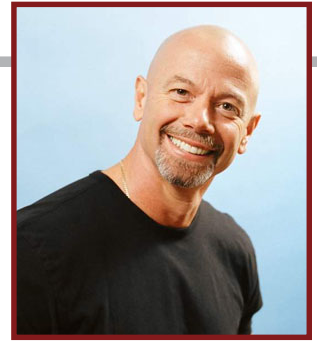


Chuck Mache

author . speaker . coach . consultant

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Recent professional experience

Chuck Mache Communications, Author/Speaker/Coach/Consultant 2005 - Present

Benchmark Lending Group	2002 - 2004
President	2004
Senior Vice President	2002 – 2003

A Mortgage Bank that markets home loans directly to residents in the United States, primary responsibilities included the revenue growth and expansion of the sales organization. Achieved 117% increase in loans funded and facilitated transition to from mortgage broker to full mortgage bank, significantly enhancing profitability as well as growth opportunities of the firm.

Kemper OfficePac, President 2001 - 2002

A division of Kemper Insurance, responsibilities included the development and implementation of office technology warranty programs for small business professionals marketed through the Kemper Insurance Agency platform.

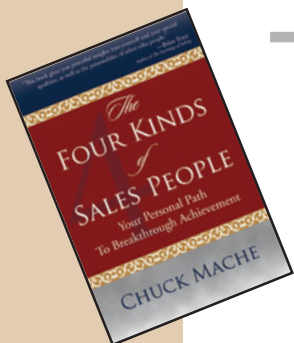
From 1995 - 2001, served as Senior V.P. of Sales and Marketing for two different firms sequentially, **MTC Telemanagement** and a start-up company, **Q MATRIX, Inc.** Additional information about my accomplishments while serving in these two positions available upon request.

American Home Shield (nation's largest home warranty company)	1984 - 1994
Executive Vice President of Sales and Marketing	1992 - 1994
Executive Vice President of Sales	1989 - 1992
Vice President of Sales	1984 - 1989

Responsible for annual expense budget of \$25,000,000 and leading a Sales and Marketing team of 180 people comprised of regional vice presidents, district managers, account executives, et al. Over a 10 year period, increased revenue from \$6,000,000 to in excess of \$100,000,000 annually and developed and implemented major expansion plans entering the midwest, southeast, and northeast markets, successfully positioning AHS as the first "national" home warranty company.

Educational background

Bachelor of Arts, Communications. California State University, Chico.



Chuck Mache's just-published (Elite Books, 2006), "The Four Kinds of Sale People" uses a parable form of storytelling to dynamically illustrate his quarter century of road-tested, breakthrough techniques. (Review copies available upon request.)

Mr. Mache is available for interviews as well as speaking and coaching engagements.

Media Relations contact:

(Ms.) S.A. "Sam" Jernigan, publicist
Renaissance Consultations
cell: 530.362.1339 (PST)
sam@MarketingAndPR.com