



*Hans Verbij*  
Rayondirecteur  
AEGON Bedrijfspensioenen

During the period I was working with Rob Overvliet, his assignment was to transform our sales teams from “commercial service oriented“ into “professional account management”.

The specific strength of his "*Virtual Power® Methodology*" is formed by the way the customer-analysis is transformed into direct actions and activities, as well by Rob as person.

His way of working is not as Teacher-to-Trainee, but by standing in between his course-members, he integrates the whole process and becomes a part of it. With his approach remarkable results are obtained and the Virtual Power® becomes a "*Way of Working*".