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Meet

## Darlene Wilsey

Vice President, Agent Consulting Services

**Industry Experience:** 30 Years

**Specializations:**

- Sales
- Sales Coaching
- Sales Management
- P & L and Personnel Management
- Public Speaking

### About Darlene:

Darlene leverages her extensive experience in sales, operations, and sales management to provide valuable insights on the development and implementation of effective sales processes and strategies. Her tailored approach supports agency leaders with addressing high-level business priorities, including financial performance, employee recruitment and retention, internal processes, and competitive advantage objectives.

In addition to consulting with agency leaders, Darlene offers training and coaching to equip sales, operation, and management personnel with essential skills needed to enhance both individual and team sales performance in a highly competitive environment.

Darlene is a former president of the Michigan Land Title Association. Outside of her consulting and training work, she and her husband enjoy spending quality time with their children and six grandsons.

