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Detroit Reality Show Crowns Winner on ABC TV

Edward Chan of Okemos wins inaugural Are You Up? Sales Challenge!

Detroit, Mich., September 21, 2007--Over the past eight weeks, the 12 Detroit-area finalists competing in the Are You Up? Ultimate Sales Challenge have been pushed to their limits through a series of mental, emotional and physical challenges. The individual challenges were specifically designed to help program creators from Envision U identify and select the Ultimate Sales Performer. The winner was crowned last night during a prime-time finale televised on WXYZ (ABC) TV.

During yesterday's TV broadcast, the 12 contestants were whittled down to three finalists before Rod Hairston, CEO of Envision U and creator of the show, announced the winner before the live studio audience.

Edward Chan of Okemos earned top honors, followed by Bob Dorigo Jones of Northville and Sarah Davies of Novi taking second and third place honors, respectively.

Despite winning a slew of prizes including a Harley Davidson motorcycle, Chan is quick to point out that it was the journey, not the destination that made the experience so meaningful.

"Envision U assembled a remarkable team that created memorable experiences to show us how the mind works and the natural human response to intense situations," said Edward Chan. "By understanding how interactions take place, we learned to control and master our own responses. I became more aware of my own personality traits and can now objectively evaluate where I am against my goals. I have confidence that I can accomplish anything I set my mind to."

Rod Hairston, who led the judging panel was impressed by all the finalists, but said that Chan ultimately won "due to his ability to remain cool and collected in pressure situations. Executing under pressure and outside of one's comfort zone was what the competition was all about and Chan proved to be the Ultimate Performer."

The 12 finalists were put through five individual challenges leading up to the finale that are available on [**www.WXYZ.com**](http://www.WXYZ.com) as web-episodes. Specific tasks included: fire fighting, a singing competition, negotiating a hostage situation, a personal makeover and participating in a number of sales related tests.

“When we started to build the Are You Up? Challenge, we could not have expected the overwhelming support we received. Since the program was so influential for both the participants and the audience watching at home, we have decided to move immediately towards a national city tour with a second production in Detroit.”

The concept for The Ultimate Sales Challenge came out of Hairston’s experience in training and coaching sales and customer service professionals for a number of Fortune 500 companies. Hairston’s international training experience and elite military experience have solidified his belief in the value of experiential training.

For your chance to star in the next Detroit-area Are You Up? Challenge, please respond to our casting call by visiting www.AreYouUp.com. For more information, please contact info@Envision-U.com. To view all five Web-episodes of the Are You Up? Challenge and TV finale, visit www.WXYZ.com.

Envision U thanks program sponsors Quicken Loans, WXYZ-TV, Mike Savoie Chevrolet, ePrize, Somerset Collection, The Inn at St. John’s, Cadillac Travel Group, American Electric, Fathead.com, Imperial Marketing, Inc., First Tee, and GoPicnic, Inc.

What the finalists said about their experience in the Are You Up? Challenge:

- “Have you ever said, ‘I wish I knew then what I know now?’ Most of us have, and the professional coaches at Envision U have developed a program that helps you achieve a clear understanding of yourself and your goals now that you might only have in ten years with the benefit of hindsight,” said Bob Dorigo Jones, a Northville resident.
- “This experience has been the most rewarding opportunity thus far in my life. I have grown in ways that words cannot even describe,” said Sarah Davies, a Novi resident.
- “The challenge has most definitely been a positive experience and I cherished every moment of my involvement,” said Brittany McMillan, a Trenton resident.
- “Participating in the challenge has shown me that I have complete power to improve every aspect of my life,” said Marilynne McBride of Rochester.
- “Participating in the Are You Up? Challenge was a once-in-a-lifetime experience that really helped me improve my professional capabilities,” said Edward Chan, an Okemos resident.
- “The Sales Challenge has opened me up to a whole new way in experiencing life,” said Charlie Anderson, a Dearborn resident.

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About The Ultimate Sales Challenge

This televised sales competition was designed to recognize and reward the top sales people in select cities across the nation. Created by international coaching company, Envision-U, this program creates a community where the best and the most proactive people of influence can come together to grow their careers and businesses to the next level. The primary purpose of this contest is to discover, showcase, and support people who have exceptional talents in sales and influence. Contestants will be recognized locally and nationally, receive great prizes and enhance their potential and opportunity. All episodes will be shown this summer on WXYZ-Detroit Channel 7’s Web site. (www.wxyz.com.) The final episode will air on the Channel 7 in September. For more information, please visit www.AreYouUp.com or www.envision-u.com.