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## **12 Metro Detroiters Vie on Reality TV Series for “Ultimate Sales Challenge” Champion**

*Edward Chan of Okemos amongst finalists*

LIVONIA, Mich. - August 16, 2007 – Twelve metro Detroit reality-television show finalists are competing in a unique and intense six part competition that will culminate in the crowning of the 2007 Ultimate Sales Challenge Champion on live TV.

The final episode will air prime-time on WXYZ TV (Channel 7) Thursday, September 20<sup>th</sup> from 8:00 – 9:00 PM, but the competitors, including Edward Chan of Okemos, have to first go through five interim competitions building up to the finals. These interim competitions will be webcast on [www.wxyz.com](http://www.wxyz.com) beginning on August 19.

“The Ultimate Sales Challenge is an opportunity for incredible personal growth,” said Edward Chan, an Okemos resident. “When you understand how the mind works, you have greater control of your actions and responses. Participating in the Are You Up challenge was a once-in-a-lifetime experience that really helped me improve my professional capabilities.”

The program, themed Are You Up?, is presented by Envision U, a Livonia-based international training company as a way to evaluate, train, recognize and reward regional sales and leadership professionals through a series of challenges designed to test their capabilities and help them actualize their potential.

“*The Ultimate Performer Sales Challenge is American Idol* for sales and leadership professionals,” said Rod Hairston, CEO of Envision U and developer of the program. “Our philosophy is simple,” said Hairston. “Training builds confidence. Confidence creates influence, and the ability to influence leads to success and prosperity. We want to capitalize on our region’s extraordinarily qualified workforce to create better, smarter and more marketable professionals, helping them to build bright futures right here in metro Detroit.”

The concept for *The Ultimate Sales & Leadership Challenge* came out of Hairston’s experience in training and coaching sales and customer service people for a number of *Fortune* 500 companies, where he has worked with hundreds of qualified and motivated mortgage bankers over the past ten years.

After auditioning hundreds of metro Detroiters, Envision U selected twelve finalists to compete to become the 2007 Ultimate Sales & Leadership Challenge Champion. The finalists are as follows:

Edward Chan – Okemos, MI  
Charles Anderson – Dearborn, MI  
Sarah Davies – Novi, MI  
Bob Dorigo Jones – Northville, MI  
Gregory Dreifus – Oak Park, MI  
Jason Hall – Bloomfield Twp., MI  
India Horton – Ann Arbor, MI  
Marilynne McBride – Rochester, MI  
Brittany McMillan – Trenton, MI  
Tracye Robinson-Blount – Bingham Farms, MI  
Erik Thompson – Detroit, MI  
Gayle Webster – Detroit, MI

Five Webisodes will air on [www.WXYZ.com](http://www.WXYZ.com) prior to the televised finale. The schedule is as follows:

- Webisode 1: The Audition - August 19, 2007
- Webisode 2: Adventure and Chaos - August 26, 2007
- Webisode 3: Head to Toe Makeover - September 2, 2007
- Webisode 4: Star Performer - September 9, 2007
- Webisode 5: Sales Pursuit - September 16, 2007

Throughout the competition, contestants received exclusive voice coaching by Hollywood voice coach to the stars, Roger Love, who has worked with the “who’s who” of Hollywood talent, including Reese Witherspoon, Eminem, Matchbox 20, Mandy Moore, Papa Roach, Motley Crue and more! In addition, in order to test their ability to influence and maintain composure under pressure, contestants negotiated a simulated hostage crisis during a bank robbery, rappelled from a 5-story building, performed in a live singing competition and many more exciting challenges!

Program sponsors include Quicken Loans, WXYZ-TV, ePrize, Somerset Collection, The Inn at St. John’s, Cadillac Travel Group, Fathead.com, Imperial Marketing, Inc., GoPicnic, Inc. and Motor City Harley-Davidson.

For your chance to star in the next challenge, please respond to our casting call by visiting [www.AreYouUp.com](http://www.AreYouUp.com). For more information, please contact [www.info@Envision-U.com](mailto:www.info@Envision-U.com).

#### ***About The Ultimate Sales & Leadership 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](http://www.wxyz.com)) The final episode will air on the Channel 7 in September. For more information, please visit [www.AreYouUp.com](http://www.AreYouUp.com) or [www.envision-u.com](http://www.envision-u.com).