



Endorsements for Patricia Block

“Patty Block's ability to develop a powerful response, drive the right messaging, and successfully position the firm helped improve client relationships and close multimillion dollar contracts.”

– [Bob Patton](#), former President, Gartner Consulting, former CEO, Government Solutions Group, Cap Gemini Ernst & Young, and former Senior Partner, Ernst & Young

“I worked with Patty when I was at Oracle Headquarters in our Consumer Sector and Retail Industry Group. At the time, I was a solution architect and worked with Patty on several projects. She is a pleasure to work with and very competent and creative. One project specifically stands out as it combined both industries and was a huge success. Patty designed a demonstration scenario for our solution called “Seed to Shelf.” She created the story line and worked closely with solution architects and sales consultants who built the demonstration. Patty was a great marketer and kept us motivated, especially when the pressure to deliver was on.”

– [Geri Walter](#), Technology Solution Specialist, Oracle

“Patty Block is an outstanding and talented marketing professional. Patty is greatly influencing and affecting our firm. Her creativity, vision, communication skills and work ethic are infectious. Her influence upon the staff is already visible. Case in point, after the Hopkins & Carley event, for the first time we saw San Jose staff performing follow-up with potential referral sources. They are contacting the Hopkins people! You can see and sense their enthusiasm. There is no possible way that this will not help the firm on many fronts.”

– [Stephen P. Carter](#), CPA and Partner, SingerLewak, Accounting and Management Consulting Services Firm, and former Director, Lautze & Lautze

“Patty introduced Meridian Builders & Developers to *Sunset* magazine and secured the relationship. *Sunset* selected Meridian to build the magazine relaunching 2007 San Francisco Idea House. You can't put a price tag on that!”

– Former VP, [Ogilvy PR](#)

“Block Consulting successfully established and built relationships with various high profile media, which have proven to be a valuable asset for the practice. Patty Block demonstrated great initiative and quickly delivered results which, in turn, helped us achieve continued media coverage in Bay area, national, technology and venture publications, including the Wall Street Journal, CNN, San Francisco Business Times, Business 2.0, Red Herring and many others.”

– [Scott Gordon](#), Partner, Technology, Communications & Media Practice, Spencer Stuart

“Thanks to Patty Block's creativity, initiative, and persistence, we secured the Telecommunications Industry Association (TIA) to co-sponsor our survey and study. Being the high-profile industry group that it is, TIA added add great credibility to our venture.”

– [Tom Scanlan](#), Director, Technology, Communications & Media Practice, Spencer Stuart

“Patty's work was always incredibly good, thorough and very professional. It was great working with her.”

– [Harry Somerdyk](#), Director, Media Practice, Spencer Stuart, and former Senior Vice President of Marketing and Brand Development, *Business Week*

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“Patricia was given a tough assignment to get favorable press attention for a security technology startup in an over-crowded market. Patty provided great PR leadership in Novatix’s beta-phase media activities. She secured interest and conversations with chief editors and reporters at several high profile IT and security publications and planted seeds for future coverage as we grew our customer base. Her innovative methods led to positive results with all the publications we sought after. Patricia is a valuable resource. Her top qualities: Great results, expert, creative.”

– [Paul Panepinto](#), VP Business Development and Marketing, Green Plug, Inc., and former CEO, Novatix Corp., an Internet security software company
([Novatix was acquired by PC Tools in May 2007](#))

“Patty Block and her firm were tireless supporters of the BIG TEAM Regatta in 2005. Her PR efforts helped us get radio coverage and spread the word about the corporate challenge's inaugural year in San Francisco. She also was intimately involved in the creation of marketing collateral which has been used by all of the regattas across the US. Patty was a pleasure to work with, and I'd recommend her to anyone who values professionalism.”

– [Jay Palace](#), Founder, [The BIG TEAM Regatta](#) (Non Profit), and CEO, GEL (Group Experiential Learning)

“Block Consulting has deep insights about business and about people – plus Patty Block’s writing is terrific!”

– [Bill Wiersma](#), Principal, Wiersma and Associates, author of *“The Big AHA! Breakthroughs in Resolving and Preventing Workplace Conflict,”* and recognized leader in organizational development, change management, coaching and training
