

## Learner Success Exceeds Expectations

### Sam Claassen

My name is Sam Claassen and I'm here at Kirkwood for getting my certificate of selling. I do want to learn a skill, and I thought that sales would be a good one to go for.

#### **Is this your first semester?**

It's my second semester of this program. No—first of this program, and I should be done by the end of next semester. It's a year long.

#### **About this challenge that Todd gave your class, what motivated you to participate and do so much?**

Well I have been a salesman for a while, whether selling popcorn as a child door-to-door, magazines in middle school door-to-door, and I love door-to-door selling. I've been selling door-to-door for a while. I really enjoy it.

#### **So you got some experience there.**

Yes, I got after I sold 22 books--Well, first after I sold 5 books, I looked across the street and saw another house and I just said to myself, "Why not go over there and see if they wanted books?" It all gradually progressed from there. Once I was at 22, the class erupted in applause, then I—I like attention. And so I kept on selling. It was good. I finished at 64, I think Todd said. I owe all my selling experience for this project.

#### **And you're the current record holder now.**

Yes.