



Press Release

**For Immediate Release
6th February 2007**

"Personal sales up, personal weight down"

Gary Pesticcio left his position as a sales person at Avanquest, a corporate company specialising in Business communications Management, to return a year later in January 2005, almost half the man he was. Gary went on to double his previous annual sales at Avanquest in his first year back, finishing 2006 with two very impressive achievements.

Gary weighed a hefty 21 stone, a weight which had gradually crept up on him from years of living a salesperson's life style 'on the road' – quick refuelling stops for the car and unhealthy pasties, crisps and burgers for him.

Then there was the social side, Gary self-confessed that he could never stop at one beer, he had to have several, or more

Like many sales people, it can be very difficult to maintain a healthy lifestyle when you are on the road at the crack of dawn most days, sitting for hours in the car and exhausted when you get home, but still under pressure to get that quote out. Gary now weighs 11 stone. He feels better and business could not be better

Gary is a well respected member of the sales team at Avanquest. He has a wealth of knowledge and experience on business process management and has successfully worked with large organisations such as Lloyds TSB, Baxter Health Care and Orange, helping them to implement software solutions such as RightFax and RightFax Workflow, which have enabled them to streamline business processes and gain a competitive advantage.

Gary's does not attribute his renewed success in sales as being due to his weight loss and how he is now perceived by customers. He has not noticed any change in the friendliness of people towards him, but he no longer receives insults. One of the most memorable acts of rudeness towards him was when a male stranger on a train dropped a note onto his lap calling him a 'fat very unpleasant expletive', which does not need to be repeated.

Gary lost weight by counting points the Weight Watchers way. He cut out alcohol (mainly beer), calorie laden takeaways (the salesman's downfall at the end of a busy day), chocolate and unhealthy nutritionally depleted snacks and added exercise to his daily routine.

All that took care of cutting the calories and increasing his metabolism, but Gary did one more thing, he went to church and prayed for strength.

Gary has set up the web site <http://www.glpmail.com> and made an inspirational video, which tells you amongst other things, how to cook a calorie light Sunday lunch with a dessert, takeaway favourites such as Chinese and Kebabs and how to tackle a McDonald's breakfast. Details of how to get a copy, which is £24.99 including postage and packing are on the site.

About Gary

"I am a family man with three children, two girls and a boy. I live in Newport, South Wales. I am a Christian and attend the Metro International Church. I am training to become a Church Paster and am already teaching at the Bible school here in Newport. I lead worship on a Sunday morning and I sing in a Christian Rock band called Zebedee. I think that sums me up....."

Images of Gary before and after are available at
<http://corporate.avanquest.co.uk/press/downloads/pictures/gary/bandapic.jpg> and
<http://corporate.avanquest.co.uk/press/downloads/pictures/gary/Scan0001.tif>

Further information about Avanquest corporate solutions is available at
<http://corporate.avanquest.co.uk>

About Avanquest Software

Avanquest Software is a global developer and leading publisher of best-selling personal and professional software designed for utilities, office productivity, communications and mobility worldwide. Avanquest Software products are marketed in over 100 countries, through e-commerce, OEM partnerships and IT resellers. Founded in 1984 as BVRP Software and listed since December 1996 on Euronext (ISIN FR0004026714), Avanquest Software forms part of the Eurolist, NextEconomy segment and SBF 250 index. Additional information on Avanquest Software is available at www.avanquest.co.uk

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