



Recognized Leader Behind Millions in Annual Revenue!



- *Want to significantly increase your client base?*
- *Want a sales program that actually delivers?*
- *Are you tired of sales "pros" who don't perform?*
- *Want a sales team with a proven track record?*
- *Want to achieve significant results consistently?*
- *Then you want the Kear Performance team!*

What's your biggest goal?

- *We're not simply "consultants"*
- *We're producers!*
- *We produce results.*
- *We're your "A-team"*
- *We're dedicated MSP professionals!*
- *Let us show you real performance!*

Hello, my name is Michael Kear, I've spent the last 25+ years leading teams and driving revenue, sales, and profits! If you're tired of failed sales programs and salespeople who simply don't live up to expectations...

Let my team of proven MSP sales leaders jump-start your sales and marketing program to start winning deals, signing new clients, we'll help you get the success you've been looking for! For less than you would spend on hiring (another) salesperson, my team and I can quickly turn around your lackluster sales program and start getting you the results you're looking for...

Give us 30 minutes, and if you're still not convinced, we'll buy you lunch! Sound fair?



Results Matter.

Kear Performance Solutions

Kear Performance Solutions (KEAR) was founded by Michael Kear in 2022 with the purpose of providing management, performance consulting, and business advisory services to Managed IT Service Providers (MSP) nationwide. Kear has previously founded, started, sold, and merged more than six (6) businesses, and has more than 25 years in the IT service and support industry. Kear is a dedicated and passionate professional whose tremendous experience in the MSP industry provides him with the unique knowledge, experience, and perspective to help your organization achieve superior performance and results for you, your team and business owners.

Kear helps MSP owners and operators to optimize their marketing and sales strategies to drive profitable growth. Kear does this by bringing together proven experience and insights from you, your business, your customers, and the MSP industry and the increasingly competitive landscape.

Business Experience & Core Competencies

- Business Growth Expertise
- Business Change Agent
- Business Operations & Finance
- Business Development Coaching
- Corporate Sales Strategy
- Market Penetration
- Social Media & Public Relations
- Advertising & Marketing
- Proposal Writing
- Account Management
- Contract Negotiating
- Executive Leadership
- Business Systems Consulting
- IT Products & Solutions Sales
- Strategic Planning & Forecasting
- IT Service Team Management
- Network Administration Best Practices
- Project Management
- Business Continuity Planning
- IT Staffing & Recruiting
- Team Building
- Partner & Vendor Management
- Cybersecurity & Compliance
- Problem Solving
- Capacity Planning & Budgeting
- Mergers & Acquisitions
- Entrepreneurship
- Raising Capital

The Recipe is Simple...

If you are like a lot of business owners, eventually you get tired of constantly hiring inconsistent salespeople and the never-ending process of trying to improve your organization's sales growth and business development efforts. Are you exhausted by the disappointing results from your investments of your valuable time and money in the latest sales and marketing books, programs, and consultants? How many have you read, hired, and fired over the years? I am pretty sure I know the answers and I am happy to say the success you are looking for is elusive but simple. For more than 25 years, I've spent my entire career engaged in the sales and marketing of business technology support services. I've found that most business owners and organizations have all the raw ingredients for their success, but they simply lack the right person or individual to essentially put it all together, get things pointed in the right direction, and then execute and simply show them how it is done. If this sounds like something that might be of interest to you, you may want to discuss an engagement with Kear Performance, we offer business consulting and advisory services as well as real support on a fractional basis to develop and deploy a comprehensive sales and marketing program designed to help jump-start your sales performance!



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KEAR Testimonials

"He was a sales bullet train!"

"He was a Sales "Bullet Train" for the 5 years he was with us. He played a major role in our success and helping us achieve excellence, and we are grateful for the time we had with him and his efforts in transforming us into the MSP we are today."

- Richard Carey, DP Solutions

"Wow can this guy get stuff done!"

"Wow can this guy get stuff done! Extremely quick thinking and knowledgeable. The even rarer combo with the previous statement is that he is super friendly and approachable. You can really tell he cares about the people he works with both from a client view as well as from a colleague!" - James Eliot Zorn, DP Solutions

"Michael is a visionary!"

"I had the pleasure of working with Michael Kear for the last four years. Michael is a visionary and has a unique ability to think beyond the obvious and get to the root cause of a problem you didn't even know you had and then drive real measurable results with his systematic approach to everything he does. "Measure twice, cut once" He is meticulous and precise with a proven process that gets results. Michael is a relentless perfectionist with a serial entrepreneurial spirit. If you are a Managed IT Services business owner who is struggling to figure out why your business isn't growing and need to determine how to get and keep clients, you must reach out to Michael to transform your business. Allow him to "disrupt your status quo" and breakout of your norm so that you can realize your organization's full potential."

- Katha Scheeler, Hartman Executive Advisors

"Mike is one of my favorite disruptors!"

"Mike is one of my favorite disruptors! Fast, driven, straightforward and effective. Mike is a gifted communicator who cares deeply about helping those around him. His ability to spot areas for improvement, and connect complimentary people and services together is second to none. I'm lucky to know him, and hope you get the opportunity as well!"

- Dustin Sitton, Incite Companies

"He's the kind of boss you could only dream of!"

"Mike is the kind of boss you could only dream of. He treats everyone with respect and provides for his employees in ways that many companies do not. His philosophy of "Give them what they want, and they will stay", is one that I have not seen while employed with any other company. Had it not been for my relocation to New York, I would have happily worked for him for many years to come!" - Kenneth Holley, Priority Partners

"I consider Michael to be a leader in the MSP space"

"I worked with Michael for a little over a year at Corsica Technologies and from day one, Michael took control and was able to vastly improve our sales and marketing performance. I was extremely satisfied with the results he was able to achieve for me, my partners, and our business during his time at Corsica. Since then, Michael and I have become friends and we keep in touch and always enjoy our conversations. I found Michael to be extremely intelligent and insightful, often revealing (even to me) insights and unique perspectives on our business and operations that would often have a material and direct impact on my business decisions. What I can tell you about Michael is that while his sales and marketing ability is second to none, he also brings deep understanding and passion for the MSP industry and a keen business acumen and excellent business intuition. I consider Michael to be a leader in the MSP space and I would recommend him to anyone without hesitation."

- Larry Frydman, Corsica Technologies

"He helped me take it to another level!"

"Michael is two steps ahead of the next best thought leader in the MSP space. He galvanizes you into action with his pragmatism and vision. A serial entrepreneur in the truest definition. Michael is a consummate professional who continuously challenges both individuals and organizations to think differently about how to achieve success. He seeks information to understand your individual situation while applying his expertise and common sense to what can look like an undaunting matter. He's approachable, personable, and warm but will tell it like it is. This combination of insight, skill, and talent has made Michael the success he is today. It is always refreshing to get a call from Michael to see how things are going!" - Kurt Schneider, Compass MSP

"He helped me take it to another level!"

"When I first met Mike I had several years of successful MSP sales experience, but when teaming with Mike we took things to the next level. His ability to adapt to the ever-changing market and to bring the organization together to focus on being sales driven are amazing. I was good before working with Mike, but he helped me take it to another level. Mike and I worked together at 2 different companies and at both, with Mike's guidance, we were able to achieve sales numbers that had never been seen before. Even so, Mike knows when to walk away from a deal that wasn't a good fit. Clients that bring on an MSP need a partner that help them grow their business, and not every client is a great fit. Mike saw that and his ability to focus on sales, while at the same time making decisions for his company and clients and their best interests was awesome." - Gene Mobley, IT Authorities

"He is a rare gem!"

"He is talented, open minded, intelligent and an amazing mentor. He used his knowledge and expertise to help grow our business, motivate his employees, establish goals for himself, help his employees establish their professional goals and so much more. He is extremely organized, a self-starter, able to juggle multiple responsibilities with ease and still manage to be there for all his employees. He is a rare gem!"

- Carolyn Hollingsworth, Corsica Technologies