



I first met Tim Wallis last year and was impressed during a one-day workshop how quickly he was able to assimilate information on the company and evaluate the needs of both the business and the staff.

During 2005 Tim has supported me in the following areas:

✓ **Goal Setting & Forecasting**

The sales team struggled to be able to produce a forecast with clearly targeted prospects, and to use the forecast as a tool to reach the required sales turnover. The forecast was a meaningless number forgotten once produced. I had personally tried for 12 months to get the team to understand the importance of accurate forecasting and achieving the targets.

Over the past 3 months the sales team has taken ownership of the forecast and achieving the target. Having reviewed the sales budget for 2006, I feel confidence in it was completed in a structured way.

Tim not only provided the team with the theoretical tools but also was able to impart this information in the existing Nefab business environment. The sales team is providing feedback to Tim on a regular basis – showing his hands-on approach and the rapport with the team.

✓ **Sales Coaching**

Covering some of the basics with newer members of the sales team – goal setting, effective communication, call planning, handling objections and closing techniques.

It is too early to put a £ figure to the success of this course. But having visited customers with individual members of the team, the result so far is that new accounts have been won and closing of the next step with major projects achieved.

Tim has installed a level of confidence in the more inexperienced members of the team whilst providing the 'older dogs with new tricks'!

✓ **Time Management Workshop**

The need to organise your time, prioritise work and communicate with colleagues in a clear understandable way – asap might be 'now' to some people but 'when I have time' to others.

The workshop was conducted in the workplace and again the theory was put into practice. A number of changes from the group were put forward to me to improve efficiency and implemented.

Throughout the work to date Tim has passed on his professional experience to the team which has been understood and where needed change implemented. But just as important Tim has build up rapport not only with me but the whole team. Increasing the level of enthusiasm to get on and achieve both for themselves and the company.

Tim will be assisting in both advising on developing the business and individual staff needs during 2006.

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