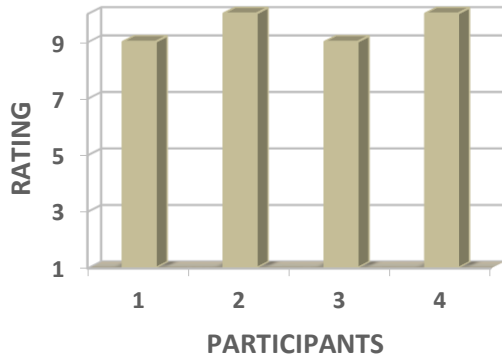


Advanced Selling Skills 15 & 16 June 2017

Participants' Feedback

Overall Assessment of the
WORKSHOP

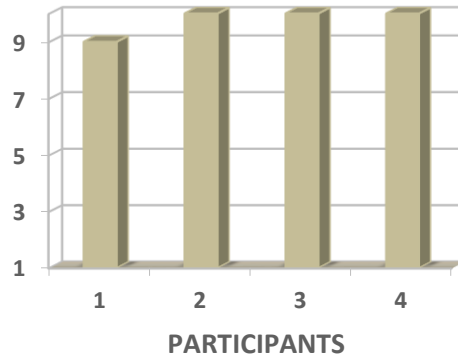


What was your overall assessment of the workshop?

Average: 9.5 Range: 9-10

- Got a huge amount of valuable information to apply to my role

Overall Assessment of the
Trainer - Jo Hyland

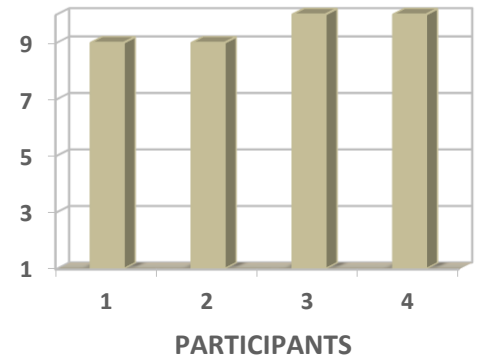


What was your overall assessment of the trainer - Jo?

Average: 9.75 Range: 9-10

- Great down to earth delivery, a very real aspect to it

Overall Assessment of the
Trainer - Becky Carr



What was your overall assessment of the trainer - Becky?

Average: 9 Range 9-10

- Great down to earth delivery

What parts of the workshop were of most value to you?

- The sales call planning
- Learning DISC and how to sell to individuals
- Handling objections and FAB's
- DISC Profiles
- All of it, especially the DISC

What else would you like to have covered in future workshops?

- | | |
|-------------------------------------|-----------------------------|
| Advanced Key Account Management x 1 | Handling Conflict x 3 |
| Advanced Negotiation Skills x 3 | Marketing x 1 |
| Advanced Presentation Skills x 2 | Merchandising x 3 |
| Advanced Questioning Techniques x 3 | Territory Planning x 1 |
| Customer Service Skills x 1 | Time Management x 1 |
| Emotional Intelligence x 1 | DISC Profiling in depth x 1 |

If this workshop was to be held again, what advice do you have to make it more valuable for future participants?

- Keep the groups small – it's much more one on one and less intimidating
- DISC workshops for RC please
- Continue to have small groups
- Be open minded
- Keep the mix of visual, active, theory