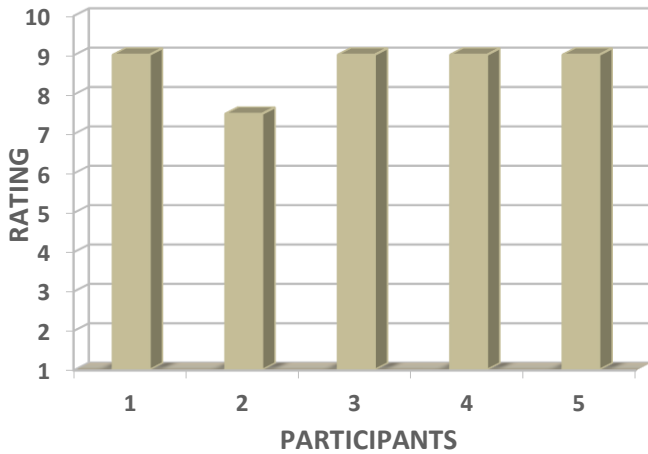


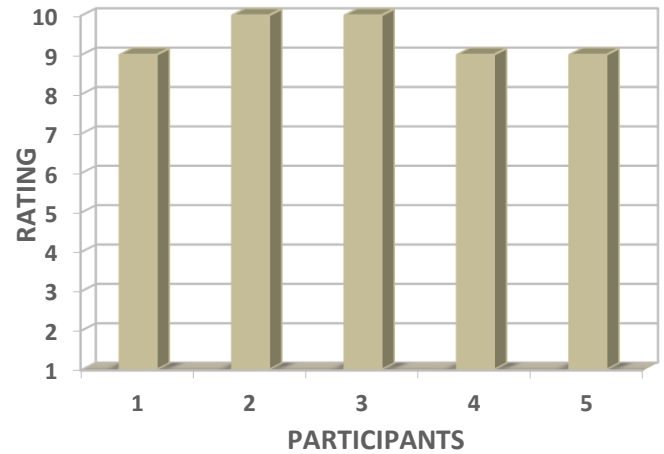
Hills – Sales Process Workshop – 30 June 2021

Participants' Feedback

Overall Assessment of the WORKSHOP



Overall Assessment of the TRAINER



What was your overall assessment of the workshop?

Average: 8.7 Range: 7.5-9
 ■ Fantastic

What was your overall assessment of the trainer?

Average: 9.4 Range: 9-10
 ■ Amazing
 ■ Thanks Jo

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

- Sales call template
- Statement and goal setting
- The whole thing was very informative
- Reminder of what should be done
- Call practice
-

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

- | | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> ■ Advanced Key Account Management ■ Advanced negotiation skills ■ Advanced presentation skills ■ Advanced questioning techniques ■ Business writing skills ■ Communication flexibility in business ■ Customer service skills ■ Emotional intelligence | <ul style="list-style-type: none"> ■ Handling conflict ■ Marketing ■ Project management ■ SPIN selling techniques ■ Strategic planning ■ Territory planning ■ Time Management |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

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

- Nothing to be fair, the workshop was informative and straight forward
- None - excellent