



By appointment
to H.M. the Queen
Manufacturers of paints,
varnishes and emulsions.
Decorative Paints Ltd
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Leigh Dorling Esq
Executive Business Improvement Coach
Cognisi
18 Church Hill
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Dear Leigh

I am writing to thank you for the work you have undertaken with me and my Sales team.

Initially, having experienced business consultancy in the past I did not think coaching was for me, but over the months I have come to appreciate how beneficial it is to have an independent sounding board. You provide new insights, new perspectives and a professional approach that had undoubtedly enabled me to make better decisions and manage with more conviction. Overall you help instil a "can do" attitude and ensure that as an organisation we are always "looking for a better way".

For the Sales Team the combination of sales training and coaching has been invaluable. As a consequence we have made tremendous strides forward in terms of professionalism, sales management, market focus and development of new sales initiatives. You have helped us change a culture of accepting old habits and mediocrity into one that recognises that success can be achieved despite the difficult economic environment in which we operate.

If Companies or individuals want to grow and challenge themselves to do more and be better at what they do, I would not hesitate to recommend your services.

Once again thank you for all your help and advice.

Yours sincerely

David A Eames
Managing Director