

To be honest working with Cognisi has been a revelation. Initially I was a bit skeptical but I decided to meet Leigh on the basis that there was a taster session for free! But it has definitely turned out to be a definite case of nothing ventured nothing gained and I have to say I am genuinely impressed by his impact on our business. Leigh has very much become my business guru, in many ways fulfilling the role of non-executive director and so enabling me to become far more effective in my role.

So what difference has Leigh made in 10 sessions over the last 18 months – simple he has helped a good company become great and this has been achieved through a combination of helping me to: -

1. Improve direction
2. Identify the key drivers of our business
3. Tackling the more difficult issues, and in particular those relating to people.
4. Question the rationale behind what we do
5. Plan

In addition working with Leigh has made my life easier and more enjoyable, I spend less time deliberating over difficult decisions and more time reflecting on positive outcomes.

In answer to the question of if there is a sound return on investment then my answer is a resounding yes! Our business has enjoyed another record year and we are on track to achieve our mid-term objective inside our original timeframe.

I very much look forward to a continuing partnership with Leigh and would not hesitate in recommending him to anyone who wants to improve his or her performance in business.

Mike Boswell  
Managing Director

