

15th January 2010

Sales Impact Group - Testimonial

Weldwell New Zealand has recently invested in putting our entire key customer facing sales team through the Sales Impact Groups, Sales Systems Development course.

I choose the Sales Impact Group as our training providers because of the real attention too detail Brett went into to understand our business and tailor the training requirements of our people and industry.

The results have been immediate and we are seeing the real benefit of having solid sales systems in place to support the high level of technical support we also provide our vitally important customer base. In one case we secured sales to the value of over \$150,000 from a new client with in just a few days of the sales person completing Brett's course.

When I analyzed the sale with the sales person involved we both agreed that a huge party of securing this business was directly attributed to using the sales tools and process that had been learnt while going through the Sales Impact Groups training.

We are also seeing large increases in sales regions that had previously struggled to meet sales targets on a consistent basis.

Weldwell New Zealand are committed to providing our customers with service levels unrivalled within the welding industry so it is therefore imperative that those people and providers we deal with share the same vision to excellence as we do. It is without doubt that this is the case with Brett and Kay.

We are now making plans to work with Brett to put all our branch based sales people through training and I have no doubt we will see the same outstanding results with this training as we have from that already completed. If you have a sales team and are looking for a provider to give you the systems, process and tools to increase your performance it is my recommendation you take the time to talk to Brett about what he can offer, you have nothing to lose and thousands of dollars of increased sales to gain.

Russell Borschmann
National Business Development Manager
Weldwell New Zealand



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