



Trust us to find the way



*“The approach taken by previous facilitators lacked the inspiration to drive my colleagues to deliver what we were looking for. We fortunately turned to Simon who brought both an engaging and firm approach to accelerating the business success of our major account sales teams.*

*After a series of detailed interviews with the key stakeholders Simon designed and delivered a series of account development workshops that culminated in a vision for each account, a plan for our collective aspirations to be realised and, crucially, ways in which we could address our known and potential weaknesses. The feedback from the participants was overwhelmingly positive.*

***‘We all had our eggs in one basket. A very useful session. Good to formalise what we do. We thought about things we would normally ignore. This has taken us to new heights’***

***‘Really good, a good opportunity to work together in NIIT. Achieved concrete actions that will deliver results’***

***‘Simon’s role acting as a catalyst was great... bringing a huge volume of ideas together’***

***‘Uplifting... bring on the competition!... thank you for an absorbing day’***

*Simon brings just the right balance of structure, pace and freedom of expression whilst maintaining the participant’s focus on achieving the outcomes which, in every case, were achieved and often exceeded. What was noticeable, myself included, was the dramatic increase in our employee’s self- belief throughout his engagement with NIIT-Technologies.*

*Simon’s gift is the ability to inspire people to ‘cut through the clutter,’ create clarity and commit themselves to simple yet challenging goals that stretch both themselves and their colleagues in their pursuit of both business and personal aspirations.*

*From a personal perspective I learned a great deal more about bringing the best out of people and now consistently use techniques from the Bozeat Consulting facilitation and major account development toolkit.”*

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