

## Testimonial

(Following a 2 day Insights Workshop to a team of 25 Project Managers in September 2007)

Dear Colin

Just wanted to give you a formal thank you for the training you provided to us - the response from the group has been extremely positive and has certainly exceeded anything I could have wished for.

A quote from the one of the many e-mails I received yesterday;

"- the value of getting an external trainer was clearly demonstrated by the level of involvement maintained throughout the meeting. The team comments today showed how well the trainers captured everyone's interest throughout the two days, with no down time to get bored or lose attention - a rare feat in a training course.

- the use of the Insights model has shown immediate benefits today, with PMs actively thinking of the different communication styles of their team members and visibly adapting their styles in meetings to accommodate others. There is certainly a general consensus that more extensive use of this model would benefit the company as a whole and in the short term, there seems to be an increase in acceptance/understanding of other personality types, which previously had been less understood or less tolerated."

When you consider how busy this group is normally and that they have been out for 2 -days, getting an e-mail at all is quite remarkable. When you know it came from a more junior PM, the impact of the comments is even greater.

Thanks once again for your time and for making such an impact on this group.

Regards

Director, Project Management