



Testimonial from Kevin Donnelly, Director, XP Web Services

“Over the last few months I have had the great pleasure of attending sales courses, provided by Coral and Rae from Acumen Sales Coaching. I walked into the first course and was not looking forward to it, as I have always been one to walk away from any form of 'sales'. Within the first 10 minutes - these nerves were gone.

Coral and Rae ran the course unlike anything I had ever experienced in my working life, they were absolutely lovely. Their friendly, professional attitude put me at ease within these first 10 minutes and it only got better from then on. I found myself learning a great deal and none of it was the stereo-typical sales patter you would normally expect.

They coach you and coach you so well you feel like you are amongst friends, not in a room full of strangers. In all I have attended 3 courses of theirs, with the 3rd one being this morning and my confidence has come on in leaps and bounds.

I find myself able to openly communicate with strangers on a warm and friendly footing. I am no longer the kid at the back of the class, hoping no-one will notice him. Totally the opposite, I am willing to put my hand up first and when called upon I am now able to deliver myself in a clear and articulate manner, which before these courses was very rare.

As well as growing in confidence, they have taught me things that I will now implement into my own business. There is not enough space here to write the amount of plaudits I want to about Coral and Rae, all I will say is thank you so much for the help, guidance and encouragement I have received from you both. Without a shadow of doubt I would recommend Acumen to anyone, running any business. Not just from a sales point of view but from the point of view that they help you grow in many different ways. With me it was confidence, sales skills, listening skills and being able to now be the kid who can raise his hand in class and feel proud and happy to do so. I will definitely use Acumen again and will definitely be recommending you to anyone I know who needs your services.”

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