

# COMMENTS



## **UK – Graeme Blundell, Kinross Computers**

Commenting on a tailored Selling Great Plains FastTrack...

"Extremely enlightening, motivational and relevant." It has to be a must for anyone selling Great Plains."

## **Australia – Craig Neyle, Channel Director**

following the Great Plains Sales Training in Australia...

"... 88 "man-days" of training was delivered.

Four key questions on the survey form received the following responses:

(5 = Outstanding, 4 = Exceeded Expected Results, 3 = Achieved Expected Results ...)

Were the objectives reached? 4.7

Was the class interactive? 4.5

Were the course objectives met? 4.6

Was the course value for money? 4.5

***These are EXCEPTIONAL results over such a large group and testimony to the value delivered by Derek Shelmerdine to our partners."***

## **Benelux – Roel Decneut, Great Plains Belgium, Managing Director**

commenting on the four training sessions he attended personally.

"...on the sales training provided by Derek. After having personally attended the courses I decided we needed to do whatever it takes to get all Partners that are serious about selling Great Plains through this shortcut to experience."

"Therefore in the Benelux we are making this (Great Plains specific) sales training part of the required training for new partners."

**UK – Graham Mason, Sytation UK (UK Top Partner Award for 3 successive years) a VERY experienced Great Plains Salesman who was also Sytation's Managing Director. Unfortunately Graham died three years ago but I was very proud of his comments about the sales training. Graham attended the very first training course and at that time he had personally sold more systems than anyone else in the UK.**

commenting on Selling Dynamics Effectively...

"...even an old dog like me had to agree it was brilliant."

"Derek did an absolutely excellent job in creating meaningful (course) materials in a very structured form."

"We will be using the material supplied as a framework for in-house training..."

"...we would have been hard pushed to find a better way to invest..."

## **Australia – Candace Helliwell, Marketing by Design (a 3<sup>rd</sup> party telemarketing company)**

commenting on Effective Great Plains Telemarketing...

"I think it will make a huge difference to the way I train the team in the future."

# COMMENTS - Continued



**UK – Gary Clark, M4 Systems, a Managing Director experienced in Dynamics but not in Selling,**

commenting on Selling Dynamics Effectively... (attended shortly after becoming a Partner)  
"...outstanding Sales Training course."  
"I know that I will now be at least twice as effective selling Dynamics as I was previously."  
"...superb course materials..."

**Canada – Angela Moore, Stantec Global Technologies**

commenting on Selling Great Plains Effectively...  
"It made me think about so many things that I am very excited to go home and start the structured way of the sales process."

**Dubai – Mina M-Zaki, 4Cs**

commenting on Selling Great Plains Effectively...  
"The training was very effective and successful."

**UK – John Robinson, Microsoft Business Solutions**

commenting on Effective Demonstrations...  
"...was excellent to pick up new tips and to emphasise things forgotten."

**Australia – Claire Kennedy, Kendalls**

commenting on Selling Against Tough Competition...  
"The information on the competition is great and focuses us back onto the fact that we can win."

**Australia – Mike Champion, Intellisol**

commenting on the combined Selling Great Plains Effectively and Selling Great Plains Strategically...  
"I learnt more in the last 4 days than any other 4 days in my life."