

What our clients are saying...

Hi Bob,

It's been almost a month since our PI course and I thought I'd offer up a bit of feedback. I incorporated my team's resultant PI assessments as part of my Midyear Career Development discussions with each individual from my team. I wasn't sure what to expect at first but I've got to tell you that the enhanced level of depth and richness around these discussions was absolutely terrific. It gave me that extra bit of insight and ammunition to really drill into important items related to performance, morale, and role expectations (amongst a series of other things). From my perspective, it's a great outcome that already yielded a very positive ROI.

Next, I'm looking forward to integrating PI as part of a broader organization capability initiative related to Sales Excellence within our services sales organization, and we'll see what further insights this provides.

So, in a nutshell, I'm a believer ☺.

Thanks again for the great job training us, and I look forward to continuing to use PI as a key tool in developing our world class sellers.

Cheers,

Frank Battiston | National Sales Manager | Microsoft Services

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