



Richard Marsh
Dale Carnegie South East
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Dear Rich

It's been a few months now since I completed a development programme with Dale Carnegie Training and I wanted to put my thoughts down at a time of cold reality rather than in the post-programme excitement.

Initially I was sceptical about what it could do for me and then money was quite a consideration for a successful, but growing, business with all of the demands that puts on us.

The interactive meetings were very helpful in building my awareness, personal skills and confidence in a way that I did not expect. Also, the fact there were others in the same situation as me was very useful – a chance to learn from and bounce ideas off others.

I have realised the value in proper planning, organisation and structure in my business and for all of this to be implemented with good human relations. One does not work without the other.

The post-programme support is proving particularly useful and I am grateful to you for your assistance in other areas, which frankly need attention and time.

I would thoroughly recommend your programmes to anyone wishing to improve their skills and results and can assure them of tangible returns if they apply themselves to what is being taught. I don't think this is overselling what can be achieved.

I look forward to the next step in my development and a long and productive relationship with you.

Sincerely

Javid Ibrahim
Managing Director