



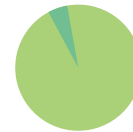
ANNUAL SURVEY RESULTS *from our current customers*

“I would recommend this training to others/another company - just not my competitors. It has made and makes me better...”

- “ACTG’s training has helped me grow immensely professionally and has helped me become assertive and confident in value proposition and sales process.”
- “Good tools to use; they can be modified to fit your personality and create more genuine conversations.”
- “Program identifies a step-by-step sales process that, if followed, will guarantee improvement in allowing sales staff to close sales.”
- “Anthony Cole Training Group has helped me grow and think differently about my role in my company.”

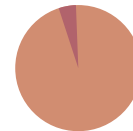
SURVEY QUESTIONS

This virtual/on-site training will make me a more effective salesperson/sales manager.



95% said yes!

I would recommend this training to others / another company.



96% said yes!

“Great info, great energy, very engaging.”

- “I like my trainer’s mix of humor and seriousness, and tales of real life experiences with his clients. He’s great at involving the whole class.”
- “This program is effective in creating a better comfort level while interacting with prospects”
- “I have never had a formal sales training and this has opened my eyes with some great techniques. Lending was transactional for me in the past. I am very pleased with this program and am happy to be introduced to these techniques.”
- “Very eye opening - helped change my prospective and approach to selling. My trainer is very engaging.”
- “This sales process takes into consideration the practical reality of changes in the field. It doesn't presume a canned experience.”
- “ACTG has opened my eyes to a whole new way of selling. A better way of selling. I would absolutely recommend ACTG to another company.”

- “Great experience, learned so much about being an exceptional sales person. Very interactive and easy to follow along with the point of the presentation.”
- “A breath of fresh air. Excellent.”
- “I appreciate the specific examples and questions. There are several examples of being consultative and finding common ground, rather than sounding like a salesperson.”
- “I like pushing my boundaries, and I learn something useful every time.”
- “You’ve made me change my opinion of ‘sales’. I can be a sales person!”

“Love how everything is conversational vs. typical other sales training which seems so scripted.”