



ANNUAL SURVEY RESULTS

feedback from our current customers

"The training and insights have been invaluable. I personally have seen marked growth in myself and my peers as a result of these training sessions."

"This training is a great reminder of my value.
Renewed my enthusiasm to affect change."

"This has been the best relationship sales training I
have ever experienced. My coach has been
great and really took the time to help answer our
team's difficult questions."

"Great presentation. Great content. Very
motivational. More please!"

"After using ACTG for several years, I can't imagine
why any company would not want to invest
in their success with ACTG."

***"Very relative to the
current business climate."***

"Sales Training was outstanding. Our trainer teaches
us how to handle and navigate real-world topics that
salespeople run into every day, and how to respond
to those scenarios."

"The balance of content quality and delivery is
unparalleled. The most pragmatic training I have
ever received."

"This training has made me a better communicator
professionally and personally."

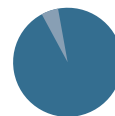
"Great training! Always helpful take-aways and new
things I learn during every session. Lots of
great dialogue and conversations."

"Anthony Cole Training has made me more confident
with my sales conversations."

"Very helpful to gain insight and ideas to improve
selling techniques. Material is relevant to my
position and beneficial to my growth. Would
recommend this training to other sales leaders."

SURVEY QUESTIONS

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



97% said yes!

I would recommend this training to
others / another company.



96% said yes!

"This training allows me to come out of my
shell and role-play to see other views, styles,
etc. I feel I have grown as a salesperson in a
way I didn't know was possible."

"Excellent at emphasizing questions, curiosity,
candor and effectiveness. Role-playing is
helpful and enlightening. Our trainer is
entertaining and helpful."

"I have become a better person, a more
effective banker, and salesperson. I am asking
more assertive questions."

"The sales training approach has generated
strong sales results for our lending team."

"When I first heard of this training, I thought it
would teach hard-selling techniques. I was
surprised that it was actually about building
relationships. This course has given me ways
to be comfortable in networking and in
groups."

***"The most pragmatic
training I have ever received."***