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Darren Pereira
Success Integrated
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To whom it may concern,

The "Success Integrated" program facilitated by Darren Pereira has been very successful for our business.

Our Victorian sales team have been through the program. By applying the tools and techniques taught by Darren, they were able, individually and as a team, to far exceed not only their "realistic" goals but also their "dream" goals.

This had the effect of lifting the team's confidence and self-esteem. Initially they thought they would struggle to even achieve the realistic goals. They are all very proud of their final results.

The team reported some ongoing benefits they received from the program, which include improved time management and more discipline in planning and prioritising work, including setting and sticking to call plans which are vital to sales success. By the end of the program, the participants felt that these new behaviours were becoming habits. Further, they had benefited both in their work life and in their personal life.

The Victorian team have adopted the program – the goal setting and the mentoring – as an ongoing way of working and have already set and achieved their second round of goals. The program also served as a team building exercise, strengthening relationships within the team. The mentoring process has provided the manager with a useful technique in communicating with and getting more out of his team.

Darren is now working with our sales team in other Australian states. To date, most team members are exceeding the realistic goals they set for themselves and this is prior to the end of the program.

Program participants have described Darren as enthusiastic, energetic and a great motivator. Many times he pushed them out of their comfort zones and helped them to realise that they can achieve much more than they gave themselves credit for. Darren was always available to answer questions and the team really appreciated this.

The program has been so successful that we are now planning to extend it to our sales team in New Zealand and to our Operations teams.

I highly recommend this program to any team within any business.

Regards,



Chris Dellios
Human Resources Coordinator
NCI

Thinking beyond the package