



QCB SOLUTIONS
THE ACHIEVEMENT CENTRE
DECIDE WITH CONFIDENCE

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Extremely beneficial. I am now securing better terms with clients and producing a healthier cash flow".

Nigel Price - National Sales Manager - Commercial Retail Security plc.

"May I take this opportunity of thanking you most sincerely for your contribution to the new processes we now apply in achieving the company's excellent performance".

Richard Aston - Managing Director - Curtis Instruments (UK) Ltd.

"All sessions by John were of immense benefit".

Trevor Lilley - Branch Manager - Barclays Bank.

"May I take this opportunity to offer my sincere thanks for your major contribution to the very successful process that all my people are now applying".

Arthur Humphreys - UK Fork Truck Sales Manager - Lancer Boss UK Sales LTD.

"It is very difficult to find a trainer and a program that 'hits the mark'. The Milestones program with Mr. John Gibson of QCB 'hit the proverbial mark'. The entire program was well worth the investment. The key element of course is John's delivery style and easy going yet extremely professional conduct".

John Lavery - President - Kadex Aero Supply.

"John Gibson conducted the course in a manner, which made me feel comfortable, relaxed, and keen to learn".

Zak Sargent - Area Sales Engineer - ASR Computers LTD.

"Very good. John Gibson is an excellent tutor who takes time to make sure everybody understands all the points".

Matthew Hunt - Personnel Manager - Cargill Limited.

Over the past year, Johnson Controls, Orangeville, has been working with John Gibson, from QCB. John delivered a training program for JCI to develop the skills of our front line leadership group. We have been very satisfied with the results of the training and would look forward to working with John again in the future

Tiina Zeegil - Team Members Services Manager - Johnson Controls, Orangeville.

"John has a very good way of handling people, characters, and attitudes, and is also able to keep the course and contents flowing with excellent discussions".

Dave Croxford - Plant Manager - Cheminex LTD

As General Manager of a fast growing company, I was in need of a management program such as "Performance". I can now say after your completion of this training process with my key managers that "Performance" has created the base I was searching for.

Barrie King - VP/General Manager - Savage Arms, (Canada) Inc.

John's skill and experience in delivering the ACCISS course made it a pleasure to learn and I recommend this course to anybody truly interested in improving their sales skills. I am now closing more profitable sales in less time and continuing to increase my sales commission.

Jayson Myles - Sales - Kadex Aero Supply

The QCB Sales Development program provided our organization, and me with a formula for success that was easy to follow and implement, and customized to our particular environment and needs.

We are now making more effective appointments with qualified prospects. We are conducting interviews that match the style of the client and with techniques that are proving more effective for both the sales' person and the prospect.

With John's style, experience, and energy, we're not driving to success, we're racing
Robert Warrilow - President - Commerce Point Management Software.

A number of our sales reps are spending more time planning; and as a result their call efficiency has improved.

As of the end of May 2003, 4 of the 7 sales reps have grown their territory sales by more than 14%. Thank you for the program, which had such excellent content.

Garth Heine - Sales Manager - Gallagher Power Fencing Systems Inc, Owen Sound

A Polished Image - I thought I knew what professional and polished meant, until John spoke. He offers the icing. John Gibson delivers his personal message with humorous British courtesy and candour. He quickly interprets group needs, using well-prepared or improvised props, for a very effective presentation.

Thank You John

Anne E. Stewart - President - D.S. Ability

Working with John is such a pleasure. He is a hard task master, consistent, but fun as well. He certainly has made me think about what I do and why, and analyze my feelings when taking certain actions. I appreciate the session reviews that he sends afterwards as a reminder of items discussed, goals planned and so forth. He keeps me on track, or at least attempts to.

Personally, I think everyone would benefit by taking the 4Di profile combined with the "Smart For Life" program, not just for professional reasons, but also for ones day to day living. It helps one understand oneself even more and assists in giving directions for a better life. It is a win-win situation.

Shirley Livingstone – Owner – Livingstone - Bookkeeping and Office Support, Meaford

"A very good worthwhile course. Well done! Brilliant!"
Greg Toms - Operations Manager - The Reekie Group of Companies.

John:

Thank you for one of the most pleasurable times I have had in a long list of courses I have taken over the years. Sometimes I thought you were a bit wacky but you always made the lesson real and pertinent. Your experience and enthusiasm is infectious. You are an excellent instructor and I would like to think you are also a good friend. Hope to meet you again sometime.

Thanks again

Mark Leonard

Mark Leonard - President - Larry's Electric, Owen Sound

Coming into this course I believed it was not needed or suited for JCI and was a total waste of my time. Therefore having a negative attitude towards the course right away obviously created a few stumbling blocks.

Looking back I can now say I was wrong, anyone can benefit from it and should, due in part to the material, but mostly due to your training.

In fact, I know I need the course and learning the material will help me be the leader I am expected to be. I have learned to keep detailed notes on a daily basis; delegate activities; take a leadership role in projects (e.g. our housekeeping duties); keep detailed lists of personal goals with timelines, and have developed a feedback session with team members during appraisals, and have become punctual. That alone is a great accomplishment. Before this course none of those things existed in my daily routines.

John Shanley – Group Coordinator – Johnson Controls, Orangeville
