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Paul Johnson
Panache and Systems
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Dear Paul

I want you to know what a pleasant experience it's been using your processes for presenting ideas and gaining positive acceptance within our workplace. Your approach has allowed me to get 1,000 people all pulling in the same direction.

My group of 20 was to be merged into a group of 1,000. I wanted to make sure that the solid programs that my group had developed over the last 4 years would be properly leveraged for the good of the larger group and the Nortel machine.

With your training, I was able to sell the merits of my group and demonstrate how we could contribute to the good of the whole organization. During that process, I was identified as a strategic resource and am now fully dedicated to working on a lot of the things that my group did well, but now I'm doing it at a much larger level; my influence has moved from 20 people to 1,000 people.

Your sessions are consistently interactive, high-energy, and - best of all - tightly focused. I came away with clear concepts on how and when to use different communications tactics. I no longer feel paralyzed by group dynamics, politics, timing, and the unknowns of my audience. I now have a repeatable framework for presenting and selling, and it works!

When I presented the seminar you helped me develop at a recent symposium, many told me, "That was the best presentation I've seen the entire conference!" Other comments included, "Presented ideas clearly." "Fun." "Drove the point home." Most importantly, many committed to taking action because of what I said. Our management wants me to go on tour with my presentation to continue the momentum.

We can't wait for other people in Nortel to start putting your processes into practice. We already have a more cohesive, stable and productive organization, and we look forward to many more opportunities to work together with you.

Convincingly,

A handwritten signature in black ink that reads "Beth Barrow".

Beth Barrow
Manager, Global Documentation Process

How the world shares ideas.