



To Whom It May Concern

It has been my pleasure to work with Phillip Yates of Coachwise Consultants Ltd for a number of years, on a variety of training & development programmes and workshops.

During the time I have worked with Phil, he has been instrumental in helping me to develop the skills of people ranging from those just entering the company on their initial training course, right up to senior managers. Phil is equally comfortable in designing, developing and delivering programmes of the highest quality for small groups, right up to the whole company complement at National Sales Meetings and Conferences.

In an industry where outsourcing programmes that require specialist knowledge/skills is quite common, there is no shortage of potential providers. However most of these providers offer standard, stock, "off-the-peg" solutions, which they attempt to make fit the needs of the group. Phil's approach is very different in that he invests time and effort meeting with the client/sponsor, to ensure he fully understands the need and what is truly required. He then designs a "bespoke" course that satisfies that need exactly. As a result, the outcome of the course is always happy, motivated people who leave with the skills to perform their job having been enhanced.

Over the last 7 years, Phil has provided a wide range of skills-based training courses for me and he has a particular flair for delivering highly interactive Presentation Skills workshops. Phil recently ran a series of Advanced Presentation Skills courses for me and successfully enhanced the presentation skills of a group of "seasoned professionals" who thought they knew it all. Following Phil's Advanced Presentation Skills course they were happy to acknowledge that the reality was a little different and that they learnt a huge amount of skills, technique and "tricks-of-the-trade" which they believed would help them to be far more competent and confident in their presentations.

The best endorsement I can give is that I was able to go on my summer vacation last year and feel comfortable that, in my absence, Phil would successfully run a series of training events I had organised to take place during my break. I knew Phil would be "a safe pair of hands"

In summary, I can give no better recommendation than the fact that I have introduced Phil at each company I have joined, as his success is my success!

Please feel free to contact me if you would like me to expand upon any aspect of my work with Phil and Coachwise Consultants Ltd.

A handwritten signature in blue ink that reads "John Rhodes".

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