

PORTMEIRIONGROUP

Portmeirion Group UK Limited

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To whom it may concern:

The Portmeirion Group UK started working with The Whole Thing in 2016 to improve our salespeople's knowledge of key accounts and to facilitate the changes required of our sales teams in an evolving market place. We were impressed with the course and the level of professionalism shown by TWT resulted in us developing more programmes with them. Since this first session we have also undertaken the following activities / programmes:

Negotiation course for the seller

Negotiation course for the buyer

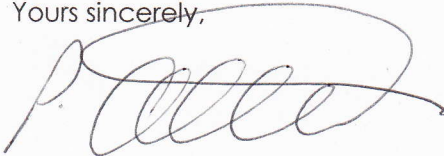
"How to close the sale" training for our sales team

Project management skills for our senior leadership team

Long term Mentoring programmes for 4 of our senior employee's

We have been pleased with the outcomes and improvements we have seen within our business following the programmes we have worked on with TWT and are discussing new projects with TWT as our development partner of choice.

Yours sincerely,



Phil Atherton
Group Sales & Marketing Director