



The Sales Surgeon

Coaching Evaluation for Cure for Common Cold Call

*I.I.
Business Development Manager
Management Consulting Firm
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The Information most applicable to my job:

Learning how to get information from everyone I talked to on the phone was most invaluable.

What I wish I would have received from the program:

I wished I could have talked to the Focal Point more so that I could get direct supervision on the calls I was making.

How my organization will benefit from this experience:

My Organization will benefit from this experience because I will get into more companies with the data I have gathered from the coaching.

RATINGS

COACHING

Overall Rating: 5
Met My Expectations: 5
Directly Applicable to My Job: 5
Helped me Get Results: 5
Gave me new Insights: 5
Established new behaviors: 5
Well-organized: 5

COACH

Overall Rating: 5
Knowledge of Content: 5
Ability to adapt to audience needs: 5
Pushed me Towards Results: 5
Modeled Techniques: 5

Other Comments:

Gerry you have been an awesome instructor. All the things you have taught me have worked. I will tell as many people I know about Sales Surgeon and refer you to as many as I come into contact with because this information is valuable.