



## The Sales Surgeon

### Coaching Evaluation for Cure for Common Cold Call

*D.H.*  
*Marketing Agency*

#### **The Information most applicable to my job:**

All of it. I am much better at being "politely persistent"...no longer just stop when I've reached a voice mail.

#### **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:**

I am a skeptic of training programs. This was the most valuable I've experienced. It has truly taught me a new skill.