

The group, currently services some of the Top Clients in India, the Middle East, (particularly in the UAE, with a tremendous response & resounding success!) & S.E. Asia.

Partial list of Participants for our Public Programs have been from organizations such as:

ABN Amro Bank-UAE
Tata Consultancy Services
Honeywell-UAE
BEL
Malayala Manorama Publications,
Kone Elevators,
HDFC Bank
MTNL-Mumbai
Grundfos Pumps
First Leasing Co of India Ltd,
Redington India Ltd,
Ricoh Copiers India Ltd,
Mahindra Holidays & Resorts India Ltd,
Larsen & Toubro Limited,
SDB CISCO (India) Limited.

Partial list of our clients where In-house Programs were conducted include names like:

Air Tel (Bharti Cellular), DHL Express
Sify Ltd, ITC Ltd,
CII (Confederation of Indian Industries)
Murugappa Group, TVS Group
Tata Tele Services Ltd,
Indian Terrain Pvt Ltd (Part of the Celebrity Fashions)
ACC Cements, MRF Ltd,
Webex Communications, Finolex Cables Ltd
BSNL (Chennai & Bangalore Telephones)
GEA Energy Systems (now BGR), Viveks Group
LKP Forex (Part of Thomas Cook),
TANSTIA-FNF
Speed-A-Way (Amalgamations Group)
ETA Ascon-UAE
GECO Mechanical & Electrical Ltd-UAE
Dubai Institute of Management-UAE

What our customers have to say about us !

"We have gained a lot... Excellent advice"
"Very useful... essential for day-to-day work.. gave us confidence".
"Enlightening program... a lot of Light on new aspects of Collection"
"Very good program... Well presented & innovative"
"This is superb ! Language used was clear & understandable!"
"It has changed the way we think!"
"We have learnt how to collect & enjoy the job !"
"Extremely useful and confidence building session"

Very informative...! "Thanks a lot...!"
"Excellent !" "... I really didn't expect such a Marvelous training...!"

Excellent, Great, Practical , informative ,
Wonderful Experience... it has boosted my inner self...
Never been to such a lively program... Worth coming...
Given confidence to take up Sales as a career.

For more on what our customers have to say please visit our website

What the Press has to say about us !

The Eagle gently coaxed her offspring toward the edge of the nest. Her heart quivered with conflicting emotions as she felt their resistance to her persistent nudging.

"Why does the thrill of soaring have to begin with the fear of falling?" She thought. This ageless question was still unanswered for her.

As in the tradition of the species, her nest was located on the shelf of a sheer rock face. Below there was nothing but air to support the wings of each child. "It is possible that this time it will not work!" she thought. Despite her fear, the eagle knew it was time. Her parental mission was all but complete. There remained one final task-the PUSH.

The Eagle drew courage from an innate wisdom. Until her children discovered their wings, there was no purpose in their lives.

"Until they learned how to SOAR they would fail to understand the privilege it was to have been born an EAGLE."

The PUSH was the greatest gift she had to offer. It was her Supreme act of Love. So one by one she pushed them, and THEY FLEW!!

Like the EAGLE too, without that PUSH, we would not have the opportunity to Grow & SOAR. We therefore encourage you to face the future with an eye of an Eagle on the UNLIMITED POSSIBILITIES that it offers, by learning to SOAR in this changing world.

Whatever your needs are, we feel that our unique experience can benefit you and your business and are confident that our range of services will contribute to improve the effectiveness of your people by helping them Grow and thus enabling your business Soar!

To arrange a meeting call or write today :

No.19/18, Palli Arasan St (Rear), Gujji Main Road end, Near Kilpauk Water Works,
Anna Nagar East, Chennai - 600 102.
Phone : 044 - 4353 1000 / 1300
Fax : 044 - 4353 1101

Hotline : +91 94440 365 24
Days Hrs

E-mail :

Training@SalesTrainingIndia.com / Training@CollectionSkills.com

Websites :

www.SalesTrainingIndia.com / www.CollectionSkills.com
www.EtiquetteWorks.in / www.FirstContactAcademy.com
www.TrainingWithPuppets.com / www.ManualPreparation.com
www.TrainingSoldHere.com / www.SalesAndMarketingRecruiter.com
www.Skills2Win-Just4Teens.com

Is 40:31 "Those who wait on the Lord shall renew their strength; they shall mount up with wings like eagles, they shall run and not be weary, they shall walk and not faint"

The Eagle stood proudly on the edge of his nest. As he gazed at the mountains and valleys before him, the eagles' thoughts returned to his childhood. He could remember clearly his first attempts at flight. Time and again he had fallen out of control toward the rock below. Time and again his ever-vigilant mother was

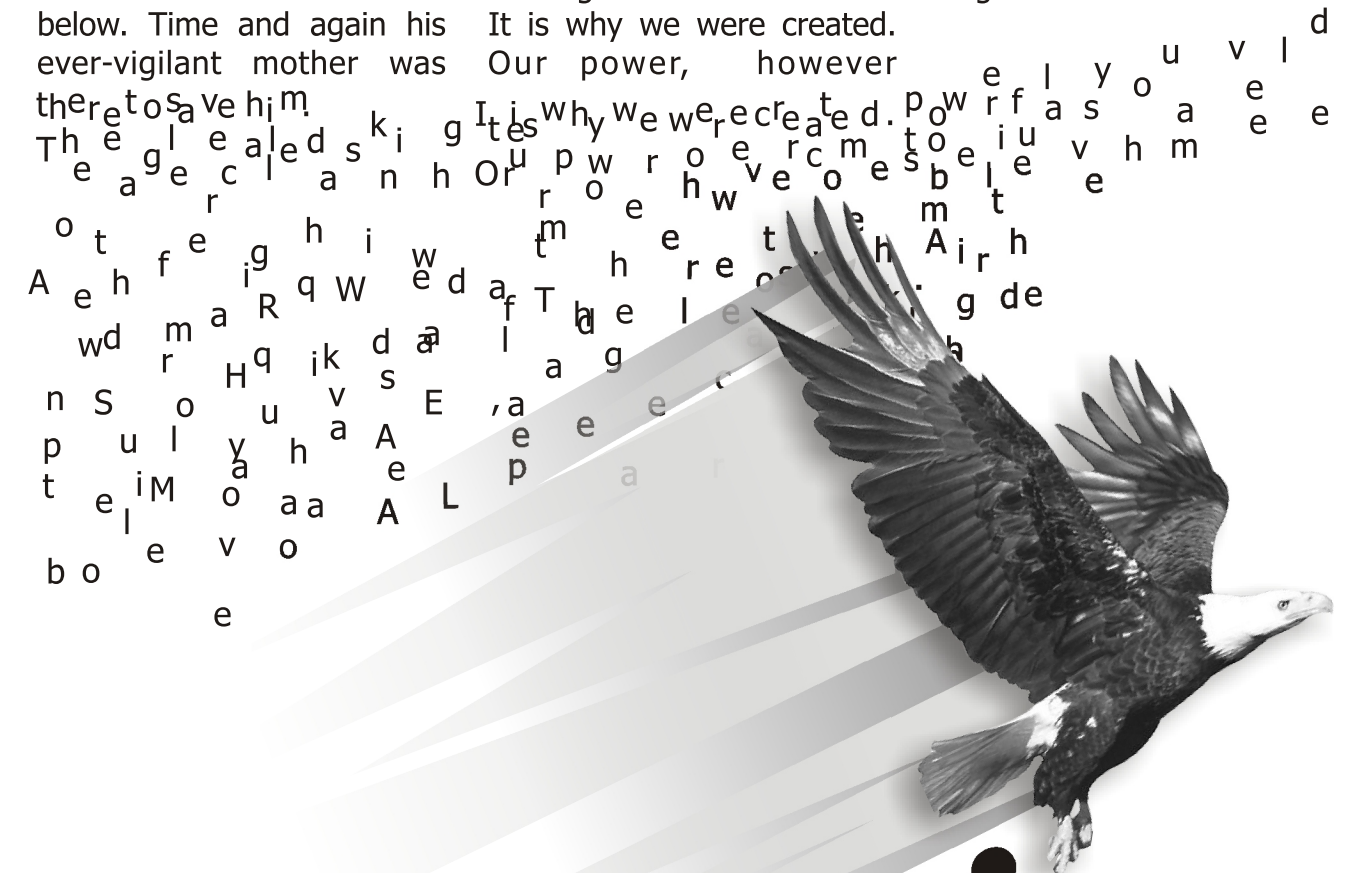
The eagle recalled asking her, "What's wrong? Am I not as powerful as you have led me to believe?"

His mothers' answer would provide for him one of the most extraordinary moments of his life. Sensing that he was at last ready, she had revealed the eagles' secret. "All eagles were born to soar. It is why we were created. Our power, however

comes not from what we can see, it is in the unseen. It is our vision, not our eyes that make us rulers of the skies.

But above all these, it is our spirit, not our speed that leads us to be strong and free.

David McNally
Eagles' Secret



Citius • Altius • Fortius
UNLIMITED!

" SWIFTER • HIGHER • STRONGER "

Solutions to help people Grow & businesses Soar !

• Today • Tomorrow • Together !!

Not just Best practices... but the Next practices !!

Citius. Altius. Fortius UNLIMITED - is a leading Training Provider, with focus on 3 Core Competencies: People. Performance, Profit, in functional areas of: Sales & Marketing, HR & Organizational Development with each division specializing in a unique area of expertise.

MISSION STATEMENT

We are committed to fulfill our **PURPOSE** with **PASSION** by providing:

- High Quality **Hiring**
- Practical **Training & Development** solutions &
- Management Consultancy**

in 3 Core Competencies:
People. Performance. Profit,

in functional areas of:
Sales & Marketing, HR & Organizational Development,

Thereby helping people **GROW,**
And enabling businesses **SOAR!**

As Professionals, we are committed to help you create powerful and enduring results by delivering comprehensive individual & organization effectiveness solutions, based on proven, result-producing methodologies that are anchored to your organization's objectives, by ensuring maximum value.

Our core competency is the ability to educate & inspire people to perform, thus enabling people to Grow and helping your business Soar in today's changing world!

“Your success is important to You, Your Organization, to the people who depend on You, & Us”.



'The ConSELLtant' was founded as a fresh alternative to traditional Sales Training, in response to an overwhelming market need for highly focused sales training, designed to target and impact the key performance measures most important to your company, and to empower your sales team & management with specific skills they need to meet or exceed their goals & objectives.

Our Sales Programs therefore ensure that participants receive the specific content they need to affect lasting changes in Attitude and Sales behavior, and that they derive maximum business value from their investment of both time & money.

- Professional Sales Training Selling Skills-Field/ Telephone
(Basic & Advanced Skills)
- Selling Skills for specialized sectors like Media, Retail, Insurance, FMCG'S, Telecom, Media, Pharma etc.,
- Key Account Management
- Coaching Skills for Sales Managers
- Managerial Skills for Frontline Sales Managers
- Dealer Management
- Negotiation Skills
- Presentation Skills
- Customer Service
 - Complaints Handling / Customer Relation
 - Call Center Training



The School for **Front Office/ Reception Skills**...'because U R the First Contact'!

...including 'Empowering Secretaries!' & "Help Desk Skills"



The Division '**Collection Skills**' as our name says, Specializes in Professional Training Skills for the Prevention / Collection of Debt, and is the only one in this part of the world to be featured in '**The Collections & Credit Risk Magazine**' under 'Who's Who in Training'!

- Professional Training Skills for the Prevention / Collection of Debt/Overdue Receivables
- Debt Collection Techniques for Debt Collection Call Centers



- Training of Freshers for a Career In Collections!
- We find/hire/train Collectors for You!



(Covering programs on Self & Personal Development Skills)

- 'Train the Trainer' Program
- Time Management
- Goal Setting
- Conducting Meetings
- Team Work & Team Building
- Problem-Solving & Decision Making Skills
- Presentation Skills
- Motivation
- Leadership
- Winning in Life/ Failing Gracefully
- Energizers/Games



For a **Polished Professional Image!** Programs for **Adults & Teens/ College Grads**

'...Because people make 90% of their lasting impression in the first 90 seconds'!

- Business & Social Etiquette Skills for Adults
- Business Dining Skills for Adults
- Etiquette & Personal Grooming for Teens/College Grads
- Dining Skills for Teens/College Grads



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Business Manuals for Busy Managers!

Internal use (HR, Induction, and Sales etc)

External use (Instruction, User Manuals)

All Manuals are Custom-designersd



As our name says...is dedicated to providing recruitment of exceptional Sales & Marketing personnel & Management for all industries.

By Sales Professionals-for Sales Professionals!

EMPLOYERS

- We find /hire (and even train) Sales Professionals for you!
- We conduct campus recruitments on your behalf!



For Sales Related Activities:

DESIGNING:

- Incentive Plans/Awards/ Rewards/Recognition Programs
- Visual Sales Aids/Sales Tools

- Profiling of Customers

ORGANISING:

- Picnics/Get-togethers for Sales
- Conferences/Launches, including logos/themes
- Sales Contests/Quizzes
- Games/Energizers



The **Power of Professional Telemarketing!**

Specializing in tele-calling services for high tech firms, manufacturers, distributors, sales and service organizations, and software publishers and dealers.

- Lead Generation
- Seminar Fulfillment
- Database Building / Cleaning
- Appointment Setting
- Surveys / Market Research
- Test Marketing
- Tele-Selling



Continuous improvement & frequent changes are essential if a company is to maintain it's competitive position. By taking an independent view of an organization and concentrating on our 3 core competencies People/Performance/Profit, we can help raise it's standards and improve operating effectiveness in the following areas.

Personnel & HRD Systems

- Selection & Recruitment Systems
- Assessment Services-Profiling, Evaluation, Assessment, Aptitude Tests
- HRD Systems & Procedures
- Personnel & HR Manuals
- Appraisal Systems
- Job Description Manuals
- Performance Management & Enhancement Systems
- Management Trainee Schemes
- Employee Perception Surveys
- Employee Suggestion Schemes
- Motivational Programs & Events

Corporate Strategy & Organisational Development

- Sales & Marketing Strategizing
- Customer Perception Surveys
- Customer Profiling
- Tele-Calling Services-Inbound/Outbound
- Customer Service Tools & Programs
- Development of Reports & Systems for Sales Monitoring
- Sales Performance Measuring Tools
- Design of Awards/Rewards/ Incentive Programs

Not just Best practices... but the Next practices !!