

## About Us: A quick introduction

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*“Who we are and how we can help”*

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We are an award-winning training and management consultancy and we’ve been at the forefront of helping individuals, teams and organisations become the best they can be since 1990. A staggering 36,000 employees, managers and business owners now perform more successfully as a result of being trained by us.

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*“Our passion: helping staff transition through management roles”*

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We’ve trained thousands of other employees too and we’ve got a great range of staff development programmes. Our niche though is helping managers deal with the challenges of managing people. This includes developing technical and professional staff who transition into a management role, as well as more senior executives and directors who wish to raise the bar again and excel in their management and leadership positions.

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*“We really do understand your business”*

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This unrivalled expertise has helped over 150 organisations across all sectors. What binds these clients together is the need to get the very best out of their people. And that’s exactly what we enable them to do. We are not only experts in our field. We go to great lengths to ensure that we have an in-depth understanding of the clients’ business environments and needs too.

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*“We make sure your training really sticks”*

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We judge our success by how we help our clients to succeed. Our philosophy has always been simple: Listen to the client, understand their needs, appreciate their business or personal context, and design and deliver the right training or development solution for them. AND THEN help them to make sure the training ‘sticks’. We firmly believe that training is of very limited value unless it delivers lasting improvements in performance and therefore brings with it commercial or business benefits.

## Our brand

Our brand clearly represents that vital link between training, learning and development and individual and organisational achievement. So we choose to work with exceptional, forward-thinking clients who have a burning desire to stand out from the crowd through the calibre of their managers, subsequent team performance and ultimately the quality of delivery to their clients.

Our brand represents our seven core values:



- A - Achievement** through outstanding people development and training
- C - Commitment to providing great services and products** which positively impact on individuals and the business
- H - Honesty** when we tell you what we believe will work for you and what won't
- I - Integrity** in all our interactions with clients and other stakeholders
- E - Easy to deal with** and always doing what we say we will do – every time
- V - Value-add to you** is the key driver behind all our services and products
- E - Excellence in customer service** – we're passionate about that too

## Our track record

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*“We’ve been here for  
you since 1990”*

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We’ve been around a long time now – and it’s an enviable track record – helping so many clients of different shapes, sizes, cultures and sectors. We’ve flourished mainly through word of mouth, repeat business and the advocacy that comes from the satisfied customer. We’ve won awards. And we’ve helped our clients win awards too.

10 reasons why we’re so highly recommended by clients across all sectors:

- ✓ Understanding client needs in their specific industry/business sector
- ✓ Translating these into tailored training, management development and HR solutions that exceed expectations
- ✓ Value for Money – the value we bring outweighs your investment – every time – guaranteed
- ✓ Delivering amazing customer care
- ✓ First class management training consultants, presenters and business experts
- ✓ Sharing the best award-winning solutions gained from 20 years’ experience
- ✓ Easy to deal with, fun to be with and learn from
- ✓ Getting the balance right in the ‘partnership’
- ✓ Outstanding client and delegate feedback
- ✓ Doing what we say we will do – every time

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*“Award winning”*



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*“Value for money and  
value adding”*

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*“Helping your people be the best they can be”*

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## How our training makes a difference

### Learn... Apply... Achieve.

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#### *Learn...*

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Of course we've got an extensive portfolio of bespoke one and two day management development and staff training programmes. But we don't just deliver courses – even though they are excellent, tailored workshops and learning events. We're determined to help our clients all along the way – from needs analysis to longer-term evaluation. And we believe training needs to stick. So we offer lots of different learning options to supplement core group/workshop-based training and to maximise the return on investment for our clients.

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#### *Apply...*

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#### **Here's what we can offer:**

One or two day training workshops

Intensive brown bag lunch courses

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#### *Achieve!*

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Action learning sets

Individual, mentor supported projects

Reflective journals

Group/business challenges

Corporate and executive coaching

Personal performance coaching

Customised talent management tools

Customised 360 degree feedback

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*"Helping your people be the best they can be"*

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On-line 360 feedback tools

E-reference – “find it” tools – access to information that will help users solve a problem immediately

### Long term partnering

We offer email and telephone support to delegates. We’ll keep in touch to handle any problems and to see how things are going once the training is completed. We don’t just leave clients to it! We like to know how things are continuing to go for them. We can arrange to come in three months later. The coaching, mentoring and 360 on-line feedback tools assist with their ongoing organisational and individual development in their business. Our Coaching and Mentoring programmes are particularly suitable for high achievers or those needing further individual support.

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*“Email and telephone support”*

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*“Getting to know you better”*

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### Organisational context

If we don’t know the client already, we’ll make the time to get to know their business and culture more closely before we finalise any solution for them.

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*“Training that fits your organisational values”*

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All our training is personalised, so we will design and deliver a totally bespoke programme that meets all requirements and more. We will take care to place the training within the clients’ organisational, managerial and cultural context and core values. Naturally we will treat all business information and experiences shared with us as highly confidential. We respect and promote Equality and Diversity in all the work that we undertake.

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*“Helping your people be the best they can be”*

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All training materials can be jointly branded or branded in the name of the client.

### Our little extra touches



See our website for details:  
[www.t2achieve.com](http://www.t2achieve.com)

We believe that little extras are important. So on all our programmes we provide tent cards, materials, sweets, biscuits and fresh fruit for the delegates, free of charge. Course materials and handouts and the reflective journals are also included in the course fees. We bring our own laptop and data projector. Post event, we email over copies of group work, typed up or photographed for the delegates, so that they have a record of their own work during the event, together with copies of any PowerPoint/Keynote presentations or other visuals that we may choose to use. We can produce evaluation forms and certificates if required.

### More than just training

Although training and development will always remain our core process we are also renowned as the first point of contact to help clients with a wider range of their HR and people management challenges.

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***“More than just training”***

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We have a trusted team of professionals around us who share our core values and who are hand picked.

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***“Passionate... respected... renowned”***

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Our approach is summed up here by Alison, our MD: *“I’m passionate about the way we work in partnership with our clients. We’re respected, renowned and sought-after by those looking for the best in people management and development. We work in diverse organisations in the UK and beyond. Our great team, our cross-sectoral experience and a 20 year track record of delivering*

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*“Helping your people be the best they can be”*

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*“Powerful and unique  
resource”*

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*award-winning learning and development solutions means we are a powerful and unique resource for our clients. If you are looking for more than ‘tick-box training’ then we’d love to work with you in 2011...and beyond!”*



Alison has recently been interviewed about the success of her consultancy, how it works and her passion for helping managers with the challenges they are currently facing. For video clips of the interview please go to:

[www.t2achieve.com](http://www.t2achieve.com)

[www.t2achieve.com/people-management-skills](http://www.t2achieve.com/people-management-skills)

[www.t2achieve.com/corporate-executive-coaching](http://www.t2achieve.com/corporate-executive-coaching)

*“All our courses and events are  
tailored to your exact needs and  
run in house just for you and your  
people...”*

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*“Helping your people be the best they can be”*

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