

10 June 2015

## RE: Testimonial for Delivering Sales Training

Carol Barwick was invited to New College Durham to facilitate a workshop on “How to Win at Sales,” including techniques, tools and tips to build individual confidence and success. The workshop was required to support the Apprenticeship team build confidence whilst selling provision to prospective employers and learners.

Carol was fantastic to work with, friendly, approachable, extremely professional and very motivational. Carol took the time to understand the issues the attendees were experiencing and structured the three hour workshop to meet these needs. During the workshop the attendees completed role play, various exercises and relaxation tools and techniques too.

The feedback from the attendees was really great to read, using words such as; very professional, catered her delivery to her audience, very enjoyable and interesting, handouts, hints and tips very useful.

On behalf of New College Durham and the Apprenticeship team we would like to thank Carol for her enthusiasm, professionalism and her warm personality. The team look forward to working with her in the future.

*Sharon Bennett*

**Sharon Bennett**  
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