



Client Letter

ABOUT TRAINING AND COACHING ASSIGNMENTS

AIM Strategies® provided:

- 1. On site training 2-hour sessions in a group forum on various subjects that normally individuals would attend classes (e.g., Team Development, Managing Change, Client Focus, Influence Skills)*
- 2. One-on-one executive coaching sessions on development plans/specific goals (e.g., Leadership Transition, Cross Cultural Effectiveness, Communication Styles)*

I found the training to be useful; especially regarding the time aspect. It is very hard to get away from the office for the entire day to attend a class. However, it is manageable to get away from your desk for 2 hours and still be available in case of emergencies. The training sessions provided the same useful information in 2 hours, which you would take away from an 8-hour class.

One-on-one coaching is valuable for any individual on any level of management. The session helps the individual focus on their development plan and the specific steps they need to take to reach their goals. My Performance Development Plan session with my manager went very well. He was actually very surprised that I had everything completed and he didn't have to spend the 1 1/2 hours going through it (thanks to you).

Global Vice President, IT Department, Goldman Sachs