

Novo Nordisk



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Mr. Jim Clemmer

14 December 1999

Dear Jim,

Thank you for the excellent workshop on coaching that you delivered to our International Sales Directors' Meeting in Paris, France.

You very effectively brought some of the developing country managers up to speed and still enhanced the coaching skills of the more experienced in the group. Everyone left the meeting with a clear and solid path to follow in implementing the skills learned and or new ideas gained.

Your workshop has definitely increased the managerial effectiveness of our Sales Managers and Directors from around the world (with forty-one countries present).

Thanks again for a great program!

Yours sincerely,

George Gilraine  
Managing Director