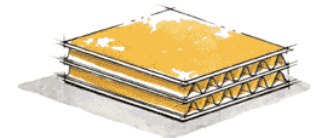


Know It All

A One-Stop-Shop:
Training, Coaching, Recruitment, Marketing

Know It All Ltd works with clients to increase sales and lower costs...put simply:

*We guarantee results
in line with our agreed targets*



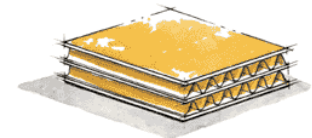
Our Team has over 60 years of packaging sales experience between us

We are the only UK training, consultancy and recruitment company who have a pedigree in packaging, and hence can

- 1) Command the respect of sales and operations people
- 2) Share our tried and tested methods

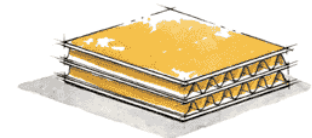
We are led by former Sales and Operations Directors with experience in manufacturing and business-to-business selling

Our offer...



Know It All...

- A one-stop shop for sales training, recruitment, consultancy and marketing
- First class in-house Graphic Design capability and website building / hosting expertise
- Intimate experience of the print and packaging industry
- We will incorporate leading edge business and marketing philosophies
- If requested, we will happily provide training 'in the field' to help ensure that the training turns into a good habit
- All underwritten by our guarantee to deliver the agreed results



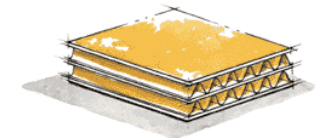
Implementing Best Practice...

Training Courses

- Professional Selling
- Negotiating for Win-Win
- Supply Chain Management
- Key Account Management
- Credit Management
- Microsoft Excel, PowerPoint, Word, Outlook
- Corrugated Product Knowledge
- Price Increase Training

Consultancy

- Recruitment
- Lean Manufacturing
- Sales Management
- Sales Coaching
- Strategy
- Human Resource
- Team Building
- Marketing
- Production Planning
- Safety Audits



Customer Recommendations

"We gave Know It All the brief, and what they came back with was a full, concise and entertaining training day. Within a week we had secured new business after adopting the new methods."

Jason Sharman, Sales Director, Atlas Packaging, Barnstable

"As a Director I often find myself needing to sell, but as a non-salesman I often found this awkward and unsettling. However, after some highly enjoyable and interactive coaching from Know It All I now:

- o Understand and am comfortable with the selling process;*
- o Know how to approach and handle objections smoothly;*
- o Don't feel awkward asking for a sale".*

Paul Elcoat, Paul Elcoat Associates, Milton Keynes

"Know It All enabled us to recruit our new sales team member from a choice of highly professional candidates."

Andy Billingham from EMKA (UK) Ltd.

"The trainer's knowledge was excellent - he had clearly spent a lot of time preparing and learning in-depth about our business and our clients."

"The course was varied and fun, whilst ensuring that my Team will sell more product!"

"A great combination of theory, workshops and well-timed energizers"

"The quality of the materials was first class."

"The atmosphere created was wonderful."

Feedback, Delegates

