

## Testimonial

**Name of Business:** Reuben Smith Plant Hire

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**Your experience of the group Business Development Programme - Performance+**

Bit daunting at first, speaking in front of a group. However, I gained confidence as time went on. I found that speaking about what we were doing as a company, helped me to clarify what we needed and wanted to do. I learned a lot from the group discussions, especially from other members, their input was very useful. Discussing ideas, helped me to be more creative with my own thinking. I started to think outside the box to the benefit of the company.

**Your experience of Amacus**

Very supportive, they offered guidance on the path taken. They did not tell me what to do, but with their input and feedback I was able to make the right decisions for the company. Decisions that were fit for purpose which had real meaning for us.

**The benefits to your business**

Gave us, as a company, a set of goals which we have subsequently met and exceeded in some cases. These goals helped us to measure our achievement.

We have grown and diversified to where I wanted to take the business.

The P+ programme gave us the infra-structure to plan and achieve more effectively and gave me the confidence to take the business forward.

We are now a proper team with good, solid employees. I am much more approachable and receptive to employees which has helped to gain commitment and involvement making us more successful as a business.

**A phrase to summarise your experience?**

The programme has helped me to take a 1980s structured company started by my Dad into the 21<sup>st</sup> century successfully.

**Signed:**

**Date:**