

~~ER/GD~~ / BA / JG & team.



Orange Precision Metalcraft PTY LTD

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Industrial Engineering & Design

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MY ACTION COACH

MARK BLUME TESTIMONIAL

To Whom It May Concern:

As the Managing Director of Orange Precision Metalcraft, I always strive to find people and companies to align myself and my business with that really deliver and shine above the rest.

Orange Precision Metalcraft employs 22 people at our Orange factory and we have serviced the industrial markets of Australia and beyond since 1974.

During this period we have established a reputation for quality and reliability, specializing in stainless steel, and fully automated engineered products that solve the needs and desires of our clients.

In August 2007 I was introduced to "Action Coach", through a phone call from a telemarketer, she very clearly asked me one quick question:

If we could increase your profits and enable you to have more time of work, would that interest you?

What else could one say: Yes: it's the only answer anyone in business could should or would say.

She arranged for an Action Coach to call me for an interview with no strings (Sure I thought, I have heard this before).

In real respect I was floundering I wanted more from my company, and I needed it more than I knew. So the interview was underway.

Three days later the phone rang: *Hi this is Mark Blume from Action Coach. I here your keen to improve your business is that right.* Once again: Yes: is the answer.

At our first interview I was eager to here what Mark had to say. We sat and talked about my business, and for the first time in my career I was telling a perfect stranger all about my success, shortcomings and failures. It was at that point I realised, I wanted to change my business and my life.

So very apprehensively I said: Yes: again. This was something that I rarely did, the cash flow was tight and I did not have the time to do something else in my busy life, However, I wanted and needed to change.

AUTHORISED SALES



AND SERVICE AGENT



EXTREMULTUS
TRANSILON

Power Transmission and Conveyor
Belting made of modern Synthetics

Mark Blume has been with my staff and me from that day, there has been a lot of change at Orange Precision Metalcraft as a result of his appointment. I am also proud enough to say that most of our changes have been with me.

I have learnt so much from Mark that I don't know where to begin, however, one thing that I reflect on every week just before he walks in my door. The week just gone, and the way we were 7 months ago, and I am not going back there.

My whole attitude has changed, I am more positive, I am planning ahead, I am setting and achieving goals, the staff are more engaged with their duties and they have all taken on extra responsibilities with outstanding success.
I now have time to work on Orange Precision Metalcraft and not in it, I am driving the company where I want it to go and I am very much enjoying the positive environment.

This all sounds like fun, but there is something that I have not told you yet, there is another benefit to having Mark Blume and Action Coach, and here it is. Profit, yes that's right, we have made more profit in 6 months of this year than we did for the last 2 years combined, and all on the same turn over!

I have made some tough decisions, wrong decisions and good decisions during my career but let me assure you of a great decision that I have made and it is one that everyone in business should make, get yourself an ACTION COACH.

When I first took on Mark Blume as my Action Coach I considered that a 12 month stint would be all that we would need. How wrong was I?
I know now that Mark Blume, Action Coach and I will always be in business.
All great sportspeople have a coach, so why shouldn't we have one as well?

I have always found Mark and the Action Coach team to be very supportive, they deliver professionalism, knowledge, skills, and commitment to me and my staff.

I have no reservations in recommending Mark Blume and Action Coach, to any company that is searching for excellence and professionalism.

Yours Faithfully

Mark Thompson
Managing Director

Mark apprentice

- metal fabrication bus.
special stainless steel
wastewater man
sewerage + treat
water plants
Cotton indust fill
re invent themselves

"Mark came on board w long term stress
lack profits
challenging client
because persistence
want to achieve
broken through
empowered staff + self to make
or huge changes"