

## About Us

We are a training consultancy that feels passionate about the power of effective and clear communication in the delivery of outstanding business results. This clarity of communication is key for organisations and applies to all internal and external relationships.

For example, when recruiting new staff, managing the performance of existing staff, working with existing clients and selling to potential clients.

As well as providing you with further information about our approach the pages on this site give you access to information and ideas through our newsletters that you can put to use in your management practice for the benefit of your business.

Please feel free to [CONTACT US](#) at any time to discuss your needs or to give us feedback.

You can also gain a flavour of our business by reviewing our [CLIENT LIST](#) and reading [THEIR COMMENTS](#) about us.

## Our Approach

Working with a diverse range of clients in both the Public and Private Sectors we help individuals, groups and teams learn:

- How to be more effective
- How to maximise their potential
- How to learn

The focus of our work is that of **dual value**:

### Value to the individual

... by helping them develop their skills, knowledge and self awareness

### Value to the organisation in which they work

... by intrinsically tying personal learning to business goals and achievements

It is our focus on communication and our approach that is so important to the delivery of our services.

## Services Provided

We work collaboratively in designing learning interventions that meet specific needs related directly to your business goals and we avoid packaged solutions. We specialise in:

### Performance Management

- > System design and consultancy
- > Management training and coaching
- > Seminars and workshops

### Sales Training

- > Making Productive Appointments
- > Introduction to Selling
- > Selling High Value Services

### Client Management

- > Key Account Management
- > Presentation Skills
- > Negotiating Price Increases
- > Running Effective Client Meetings

Obviously our work also stretches beyond these topics, so please [CONTACT US](#) for more information or explore Frequently Asked Questions in our [ARTICLES](#).

## Client List

American Express  
Deutsche Bank  
Museum of London

Agricredit  
Initial Security Services Ltd  
Rentokil Initial Group

AON Group  
Lehman Brothers  
Royal Bank of Scotland

## Contact Us

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