



“Completely different to other training out there.”



Stuart McLean, HR Director, Incisive Media

INCISIVE MEDIA STATS



Digital business information



750 employees



Revenue: \$56.1M



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CHALLENGE

“Our clients have become far more discerning and are under greater pressure to justify their return on investment. There is absolutely no room to hide and so **we needed an ever more sophisticated sales approach** to succeed.”



SOLUTION

“Flume came with genuine industry credibility. They set about formulating training that would **positively and permanently change beliefs and behaviours** - helping build not just successful short-term sales results but an ongoing culture of success. Our staff responded to their energy and enthusiasm and after a short while Flume felt like an integral part of the team.”



RESULT

“As well as the marked **boost in results and performance** of the sales team, we’ve seen almost **zero staff turnover** in sales in the past year. Flume have been fundamental in creating a climate that recognises and rewards success whilst building genuine team spirit and togetherness.”

“A culture of success”

“Zero staff turnover”