

September 2011

To whom it may concern

Who needs a coach? Everybody.

I have now been working with Martin for over 3 years, having previously engaged in a previous coach for 6months, I have found the time working with Martin invigorating. I first engaged in a coach due experiencing the frustration of the following:

1. Working long hours and not getting where I wanted to be in my business life.
2. Knowing there was more potential within me and wanting the key to unlock, release this potential
3. Wishing for a better work life balance (your choice)
4. Wanting to have a better understanding of both my mind set and other key decision makers I both employ and do business with.
5. Wishing for the turnover and more importantly the profit that could be, but did not understand how to get to it.
6. Understanding the impact of the forthcoming recession and how to deal with it (now 3years ago)
7. How massage issues in your favour. Think structure not issue.

Not all coaches are a match to you, so if you do not meet your real true coach for the 1st time please do not give in on coaching, I didn't.

The time I have spent with martin has seen Orton Electrical not only survive the recent recession but also thrive in a declining and difficult construction based market. We have had our hard times however with the support of Martin I have made the correct decisions. Orton Electrical in this time have grown from one fragile company to three thriving companies, we have grown from almost a one man band to a stable and growing group of companies employing in excess of 30 employees and increasing.

If you are considering employing a coach, and you should be, I cannot express to you that the time you spend with your coach can not be measured in the terms of money. It is your time, time that you should take out of your working day, I was one that did not have time running from one fire to another, the chief of fire fighters, make time, believe me if you make time to invest in your future. You can do what I have done with the support of your coach.

I did question the money that I spent on employing a coach, and still do in the tighter times. Please do not let this stand in your way of employing your coach, it is an investment, an investment in you and your future. I believe, I may be the most longest standing coachee with Martin and cannot see any reason that I will not be coached by Martin for the next 3years. Each time we meet we do not stop talking, discussing structure not issue, running cinereous and role plays.

Oh one other thing, it is not your coach that can make all this happen it is you !!! with the support of your coach.

I have not been paid to say this reference, but proud to have Martin as my coach.

Andrew Lowe
Managing Director
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Orton Mechanical Services Limited
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