

# About MTD Training

## MTD in numbers...

2001



the year that MTD has been working with a wide variety of clients (both large and small) in the UK and internationally

23

the number of countries in which we have delivered training



3,500+ clients



100,000

managers trained



18

head office staff, trainers and consultants



3

accreditations  
ILM CPD ISMM



92%

customer satisfaction score across 8 different criteria



1



head office based in the Midlands where we have our very own training centre. Local offices in London & Manchester too.



*"We strongly recommend MTD as a training provider for their professionalism and for the results we've achieved"*

HR Manager



### IN-HOUSE, BESPOKE TRAINING

We will design and deliver a solution that suits your specific needs, addressing the issues and requirements from your training brief that best fits your culture, learning style and ways of working

### OPEN COURSES

From first line managers through to managing directors , we run a number of open courses to suit all levels of management. These are delivered throughout the year at various locations in the UK.

### MANAGEMENT DEVELOPMENT PROGRAMMES

Modular on-going management programmes designed around the needs of your managers and business. These can range from 5 days to 2 years in duration

### BLENDED LEARNING

We can offer a fully-blended solution to include not only workshops but also e-learning video, audio, podcasts, webinars, infographics – you name it!

### 360 DEGREE FEEDBACK & COACHING

MTD360 is our unique 360 degree feedback system where you can choose from a selection of pre-populated management and leadership questionnaires or you can design your own. We also offer coaching programmes for middle and senior managers to give them the personal support that they need.

### OUR KEY UNIQUE SELLING POINT



*"Bespoke, practical and quality training delivered by a trainer experienced in your industry is a "given". Where we really make a difference is how we help your managers to embed and implement the learning after the course. We offer industry-leading post-course support to make this happen so you get a real, tangible return on your investment"*

*"An excellent, well thought through approach to creating a modern and relevant development program. MTD are inspirational and approachable with years of experience. They have been able to adapt the style and approach to meet the needs and ability of our company to get the results we wanted."*

People, Performance and Development Manager

## MTD Have Worked With...

**Credibility** and **trust** are two important factors when selecting an external training as partner you will want to know that you are in safe hands.

From multi-nationals through to the small business, no matter what your industry, size or complexity, we have delivered training to over **3,500 different organisations** and have helped over **100,000 managers** that include:

### COMMERCIAL EXAMPLES



### NON PROFIT EXAMPLES



"We have used MTD for several years now because they are exceptional. Great trainers, easy to work with and deliver the results we need"  
Head of HR



## Why Do Companies Choose MTD?

Selecting a training provider can be a daunting experience as you've got to cut through the fog of company brochures and unique selling propositions and then determine whether they are a good fit for your company and if they will really make a difference to your business!

Here are the main reasons why our existing clients chose MTD over all others:



*"Delivers. That is the one word that sums up MTD.  
On time, beyond expectations, at short notice and without fail."  
Learning & Development Manager*

**aggreko**



## Why Do Companies Choose MTD?



### PRACTICAL "REAL-WORLD" TRAINING

Your staff will not be bored with lecture-like sessions!

Our training is very practical and focused on real-world situations and topics that your managers face on a day-to-day basis.

For our bespoke solutions, we'll gather a lot of information and feedback from you and your managers for specifics on particular scenarios, so the content, materials, discussions and activities are 100% relevant!

We appreciate that it's the application of the learning that's vital, so as well as covering the techniques we always cover what your managers should do to actually put the learning into practice when they get back to work. We will not simply just deliver an "off-the-shelf" solution.

It's important that we get to know your business, how it operates and its culture.

We will want to understand where you're heading and the current business drivers to input into the training. The keyword with all of this is "relevancy". Everything has to be relevant to your objectives, your company and industry as a whole.

*"The training was excellent. It was very practical and completely hit the mark in terms of the content. The exercises and the case studies were very real and we could all apply the learning to the situations that we face."*

Training & Performance Consultant



## Why Do Companies Choose MTD?

### UNRIVALLED INDUSTRY-LEADING POST COURSE SUPPORT

It's a complete waste of time and money if your managers come back to work, say "It was a great 2 days" and then do nothing about it and make no changes to the way that they are managing and leading their teams.

The embedding of the learning back in the workplace is the ultimate yardstick as to whether the training will be a success or not. Here at MTD we understand this and we make the embedding of the learning a key theme all throughout the training that your managers will receive.

### PRE-COURSE QUESTIONNAIRE SENT TO ALL MANAGERS

All of your managers will receive pre-programme questionnaires so they can have an input into the training. The questionnaire looks at strengths and areas for development and also asks for any particular scenarios that the manager would like specific help with. This also helps with "buy in" too

*"MTD provided all of our training for Sales Managers. The feedback was fantastic and we are starting to see the benefits manifest themselves out in the business units"*

Sales Director

**Taylor  
Wimpey**



### UNLIMITED EMAIL SUPPORT, TELEPHONE SUPPORT & 6 MONTHS UNLIMITED ACCESS TO SKILLSHUB

Skillshub is an online portal that will help your managers to improve their skills both now and in the future. Skillshub contains videos, audios, templates, one-on-one email guidance and support and new and fresh content is added to Skillshub each and every month.

It's the "go to" resource for the modern day manager and will provide the vital and on-going "drip feed" support your managers need to keep them in the zone for sustained improvement.

## Why Do Companies Choose MTD?

The Academy consists of 5 unique areas. Each one has been specifically designed to provide you with the tools and know-how to improve how you manage. Included within the MTD Management Academy:

### Management Skills Pills

- ★ 40 x 5 Minute Videos
- ★ 40 x 5 Minute Audios

### Elearning Vault

- ★ 13 x 30 Minute Management Sessions

### Managers Library

- ★ 1,000 Pages Of Management Best Practice

### Staff Development Centre

- ★ 39 Documents: Train The Trainer & Coach The Coach Material To Develop Your Staff

### Ask The Trainer

- ★ Personal Help From Our Team

Each of your managers will receive 6 months of unlimited access to the Academy at no additional cost.

### ONGOING WEEKLY MANAGEMENT EMAIL TIPS

Each week your managers will receive a management tip delivered straight to their inbox. The email will contain a short tip to help them become more effective in their role.

They can also reply to the tip with comments, questions etc and we will get back to them. Topics for the tips include coaching, leadership, time management, communication skills, change management, managing others etc.

*"We chose MTD as one of our training partners because they really give you the personal touch with their training and it is all centred on the needs of our business and the specific needs of our colleagues. The first thing that struck me was the relationship side of things"*

Training & Resourcing Manager



**claire's**



### FEEDBACK REPORT TO THE SPONSOR SCORES, GRAPHS, COMMENTS

At the end of the programme we will ask your managers for feedback in terms of the design, the content and the delivery of the programme.

We will collate all of the feedback and send this to you to include scores, graphs, comments from the delegates and how they are going to implement the learning.

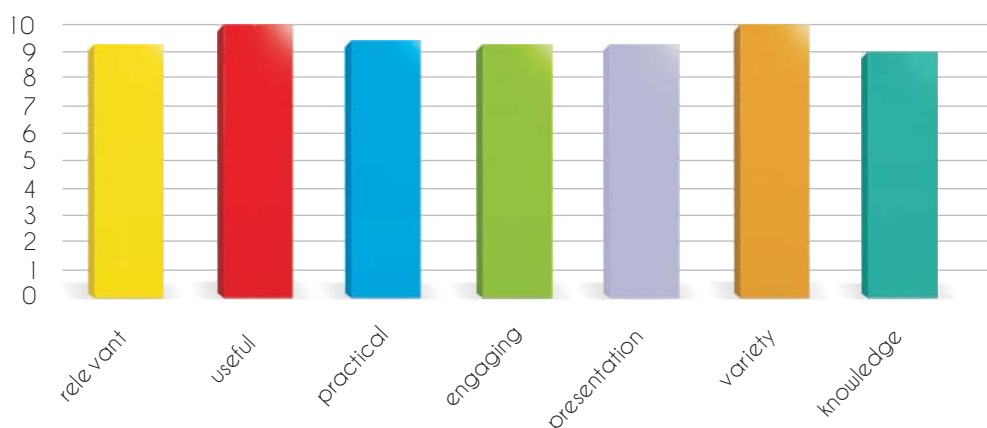
### FLEXIBLE TRAINING SOLUTIONS

All of our solutions are designed and delivered around your exact requirements. We will take your initial brief and, instead of delivering an off-the-shelf solution, all of the training will be geared around the outcomes, behaviors and the skills that you would like your managers to improve.

As part of your programme, we can also use a blended approach to training if it's right for your programme and company. We can design and record videos, e-learning modules, podcasts, webinars, tele-seminars – you name it! Our multi-media suite is geared up for a complete blended variety of learning approaches that will provide variety and flexibility.

What we offer goes way beyond that of just providing courses. In addition to all of the blended learning options mentioned above, we also offer 360° feedback questionnaires, personality assessments, simulations, coaching, role plays using actors, video play-back, a full administration function that includes delegate bookings, sending joining information etc.

Quality of the training



## Why Do Companies Choose MTD?



### RELEVANT INDUSTRY EXPERIENCE & HANDPICKED COURSE LEADER

There is nothing worse than a trainer who “loses the group” because of their lack of knowledge and experience of your industry. There are 3 vital qualities in our trainers that will give them instant “street-credibility” with your managers.

Firstly, all of our trainers have been senior managers in previous lives. We feel that this is very important as the trainer can relate to the pressures and the challenges that your managers are facing now and in the future.

Secondly, your trainer will have had experience of your industry. We do not simply select a trainer that is available. We will match the right trainer to the right industry who can speak your “lingo” and knows the challenges that your industry faces.

Finally, the trainer’s style has to be right. That’s why we make sure that you get to meet the trainer very early on in our discussions.

### ACCREDITATIONS

We are accredited by 3 institutes That means that we regularly have all of our processes quality standards and material audited to achieve our accredited status. This gives you the peace of mind for the quality and consistency on the services that we provide.

Being an accredited training centre means that we can provide formal management and leadership qualifications and endorsements for your courses if required.



**ISMM**  
The Institute of Sales & Marketing Management



*“If I was to summarise why you should seriously consider using MTD it would be very simple.....they were there for us from day one, they listened to what we wanted, made sure that it was what we needed and delivered to a very high standard”*

HR & Training Manager

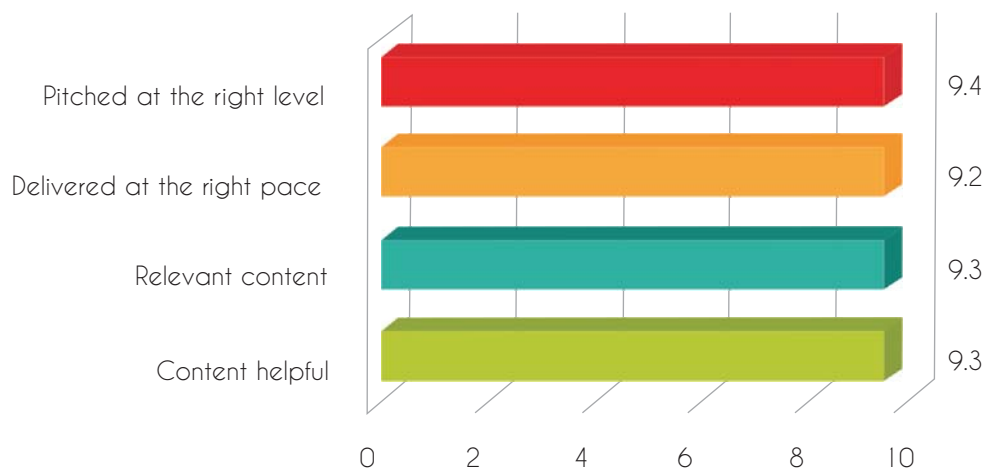


### 2016 CLIENT SATISFACTION FEEDBACK RESULTS

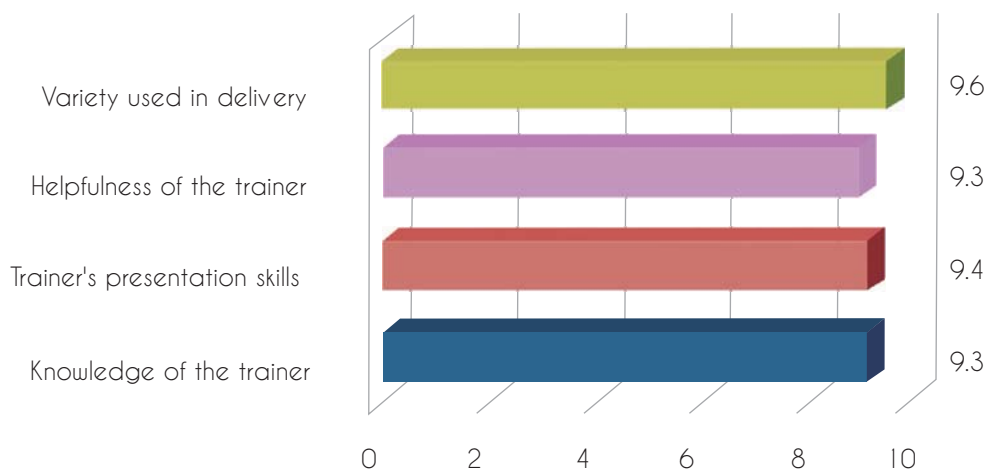
You're only as good as your last course and we take client satisfaction very seriously here at MTD to maintain the very high standards that we set ourselves.

We collated all of the feedback that we received in 2016 from thousands of delegates across hundreds of workshops and programmes. The results are below in terms of the design and contents of the programme as well as feedback on the trainer.

#### Design & contents of the programme



#### Feedback on the trainer



## Client Comments

"The training was excellent and has made a considerable difference to our team. It has given them such a better awareness of what they are able to do to become more effective managers. The training was without fault. We're delighted with the whole experience and look forward to doing more business with you in the future"

Managing Director | **Creativevents**

"The course was exceptional. What I liked about it was that it was very good information, funny, affirming (as individuals and as a group), practical and has benefits far beyond the content. The facilitation was excellent. Thanks for all this. You guys are exceptional and it was great being on the course"

Manager | **Duni Group**

"The programme has been informative, interactive and fun – and has more than met our high standards of expectation"

Learning & Development Manager | **Malvern Hills District Council**

"The training was brilliant and we really appreciated the time and dedication shown by your company in organising and setting everything up on our behalf for the programme. Nothing was too much trouble"

HR Manager | **Egyptian Banking Institute**

"The management programme has really delivered the results that we hoped for. It was designed in exactly the right way, at the right level and the trainer was a perfect fit"

Training Manager | **Enfield Council**

"I would recommend MTD without hesitation. They trained a group of 30 managers who had many years of service so they were going to be a difficult audience. Without exception every manager has provided feedback that they enjoyed the programme and got a lot out of it. They weren't preached at and MTD involved them and engaged with them all throughout the programme in a manner that was exactly right for the group"

Head of Training | **NHS Counter Fraud & Security Division**

"The course was excellent – MTD tailored it closely to the specific needs of our newly recruited management team. The theory was delivered in an engaging and innovative way, setting the scene for the ultimate goal – providing the team with the practical tools to put the theory into practice"

Managing Director | **Bank of Scotland Merchant Services**

"MTD deserve my recommendation. Our trainer was one of the best management trainers I have worked with. More importantly, my direct reports have nothing but positive comments about him. A 5 star professional in his field"

Operations Director | **Volvo Construction**

"A great training company who we have built up a great relationship with over the years. Our trainer brings so much to any situation due to the wealth of their knowledge and experience. MTD are natural, personable and professional to work with and go to great lengths to ensure they deliver good value"

Head of Sales | **Big Bus Tours**