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**Sonia Khera, Executive Performance Coach & Mentor –  
Professional Leadership & Management Development**

My initial contact with Sonia was a very reluctant affair on my part due to its infringement on time, when every second and more was accounted for. However, with internal pressure relating to the Skill2Lead initiative, I finally agreed to meet, do an assessment and discuss the possible benefits of a tailored programme.

This was duly arranged, again somewhat grudgingly on my part due to time constraints. Sonia came to see me and, within a very easy relaxed short space of time, somehow she had done an assessment.

The assessment was extremely accurate and brought so much clarity to the magnitude of what I was trying to do within the new role that I had taken on within the recently founded new company. Subsequently, I decided that any help/training, regardless of what it was, would be essential to avoid my worst fear; failing or letting anyone down.

Sonia prepared all of the grant paperwork and made an action/development plan, based on the assessment, to be explored and developed over a period of six weeks with a one to one session once a week.

Working with Sonia over this period was easy and very rewarding. Her logical and very relaxed approach made light of quite an intensive programme, almost a refreshing break within the stressed turmoil that used to be a normal working week.

If you were to have asked me about coaching prior to working with Sonia, I would have said that I was far too busy to even begin to tell you why it wasn't for me. Now, however, I have a professional working relationship with someone completely different from myself, or so I thought, resulting in an increasing amount of time and energy available to both progress the business and understand that, even with common committed goals, not everyone is the same but they do respond to a similar approach.

I would recommend Sonia to anyone, in a leadership role, looking to improve and understand communication and benefit from other people's energy. The improvements, with mutual effort, are very real in a remarkably short space of time, even to the extent of impacting on personal life without even realising it. Subsequently, I will be looking to work with Sonia again in the future outside of the scheme that initiated the original contact.

Derek Campbell  
Managing Director

2nd March 2006

**Listles of Welwyn**

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**Testimony for Ms Sonia Khera**16<sup>th</sup> March 2006

Despite a healthy dose of cynicism during the initial approach to discuss the Skills 2 Lead Programme. I did agree to meet with Ms Sonia Khera and have the initial assessment to explore the possibility that the coaching on offer would actually help me understand and deal with the challenges facing both my staff and myself.

I had never been involved in one to one coaching previously, but after completing my course would unreservedly recommend that any under pressure, management staff take a long hard look at the way in which they face up to and deal with every aspect of their job and use the skills, focus and process that Ms Khera can bring to bear.

The whole coaching process is based on you and your experience, hopes and ambitions. You will end up more confident, sure of your abilities and for more positive in your approach to challenges.

I would recommend Ms Khera and her coaching methods to any body serious about having a successful and personally rewarding management career.



Alan G Matthews F. I. M. I.  
**Dealer Principal**

Directors:- R.S.J. Deards (Chairman)  
B.C. Tyrrell (Managing)  
M.E. Harnes, R.M. Coutts,  
L.J. Deards

**Listles Motor Repairs Ltd.**

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# FUNSTONS

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I found my sessions with Sonia to be both testing and informative. I approached the sessions with an open mind to the benefits they may bring and was pleasantly surprised by the outcome.

Specifically Sonia helped me to overcome a personal difficulty purely through her insight into the perspective adopted. She encouraged me to look at things differently and was challenging when we looked at various scenarios and the view I took of them.

I would recommend Sonia to anyone, at any point in their career, who is looking to broaden their thinking and better understand ways to succeed both in the business place and personally.

Dave Shaw  
Managing Director



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Dear Sonia

I am pleased to report some progress in both the personal development and sales development at Funstons since completing the 'Skills to Lead' course with you.

At the outset I was not concerned about the need for development as I had identified some of the areas whilst completing my CPD with the Chartered Institute of Logistics and Transport.

Applying this directly to the business of Funstons, with your help I have been able to overcome some of my fears of the sales process and find myself working in increasingly smarter ways that are now becoming second nature.

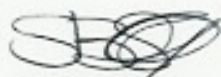
With the benefit of your insight and humility, I have begun to overcome, what was an irrational fear of sales! I hadn't considered the concepts of '3 touches' not to mention the complete fear of rejection.

This is a little odd as I have written Customer Care courses in the past! It was excellent to effectively re-learn some of those principles albeit that we didn't always agree.

None the less, I found the whole process both challenging and stimulating. I believe that some of the other life skills, that we all learn but tend to forget as we age, can be as exciting and demanding to re-learn as it was to learn about them in the first place.

I can thoroughly recommend you to potential clients, and was pleased to learn that my boss is also going to have some time with you.

Regards



Steve Burden MILT  
Date: Wednesday, 02 August 2006

