



*"Great teacher and presenter. Eric, your session was very personalized."*

Donald Heinrichs,  
Senior Account Executive  
Brinks Inc.

*"Eric was very informative and confident in his approach."*

Al Ringer  
Brinks Inc.

*"Always a pleasure to receive a fresh new outlook and ways to improve in my presentations."*

Carrie Hansen  
Brinks Inc.

## CASE STUDY

Company:



Category: **Present to Win**

**About Brinks:** Brinks is a subsidiary of The Brinks Company which contains 800 facilities, 8,900 vehicles, in 50 countries on six continents. Brinks' mission is to be the world wide leader in secure logistics solutions. More than 49,000 employees back the Brinks name and carry out the mission.

**Current Situation:** Brinks has a reputation for being the name in the security industry for banks, governments, retailers, and home security. Brinks believes in training their employees to become better communicators. Their senior account executive was aware that his team needed to better hone their public speaking skills.

**Reason:** Brinks hired Eric to conduct a half day seminar on presentation skills. Brinks wanted a tailored program to fit the need of their management team.

**Results:** Eric and his team conducted a half day workshop on presentation, and the senior executive along with his team was pleased with Eric's personalized program. Eric made the session interactive and gave participants tools to use to become better speakers. Eric reinforced his teaching by allowing everyone to conduct a speech and receive feedback.

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