



BKM Consulting, Inc.
Strategic PR + Marketing Communications

Client Testimonials on Training Projects

“Barbara is always interested in improving the learning experience for our adult learners and consistently receives positive evaluations. She is easy to work with and shares a positive energy with everyone.”

**Department Director
U of M College of Continuing Education**

“The bid management team at Datacard Group was working to improve its proposals as a sales tool. We identified the executive summary as the key to an effective proposal, but ours was lacking in focus and detail. I hired Barbara as a writer and trainer to develop a four-hour curriculum that would teach us how to write more effective executive summaries. Barbara was creative in her approach, on-target in her messages and engaging in her deliver. Feedback from our team on her performance was very strong. Everyone felt they learned a lot and that the time was well spent. Our executive summaries now ROCK! I would highly recommend Barbara!”

**Global Bid Management Specialist
Datacard Group**

“Barb was great to work with when planning and delivering customer service training to a contract client. She worked closely with the organization to make sure her content aligned with their goals. Her materials were great, and the client was very pleased with the class.”

**Customized Training Rep.
U of M College of Continuing Education**

*“All I can say is *Great job!* I thought it was going to be more difficult delivering a “Writing for the Web” workshop with a group of our size and varying writing experience levels. You did a wonderful job! I appreciate how you took the time to understand our staff and infrastructure. The customization of the materials was right on the mark. We will definitely consider future training sessions with you. Thanks for everything!”*

**Web Content Manager
Metropolitan State University**

“Barbara Mednick is a GREAT team player! In my various training experiences with Barbara, she has been professional, friendly, and responsive to timely business needs. As a trainer, she is an expert that makes customized training meaningful and immediately useful to our participants. We will continue to utilize the expertise that Barbara has to offer the college and our business partners.”

**Training Coordinator
Century College**

“If you are serious about improving your organization, choose BKM Consulting, Inc. We have used Barbara Mednick for a variety of projects, including developing a training course for Microsoft titled: Creating Winning Proposals. Out of a total evaluation of 9.0, Barbara scored an 8.6! We would consider her for future projects.”

**President
Acumen Management Group, LTD**