



Ingersoll-Rand Testimonial on: "The Accounting Game™" and "The Financial game for Decision Making™"

"We frequently acquire other organizations, each with its own culture and jargon. In most of these cases we have financial people and operational people who do not understand each other. It is imperative that we all work together to improve financial performance, but in reality, many people look out for their own local agendas. So in order to better get our people on the same page together, we have contracted with Coastal to design and develop our 'Bottom-Line' course, which is based on combining and customizing 'The Accounting Game™' and 'The Financial Game for Decision Making™'."

After several deliveries, we are actually amazed that our operations people and finance people, who have been through the training, understood each other and are working together strategically and tactically. As a result, we have successfully trained managers worldwide and achieved benefits through our global operations."

The program is so successful that we have expanded the course to reach employees around the world. Top financial management has expressed that they can't believe how well non-financial and financial people can communicate and work together. Coastal financial programs combine theory and application in a way that helped our employees take what they learned and use it to make better financial decisions on their jobs."

Brian Bohunicky
Former General Manager
Ingersoll-Dresser Pump



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