



shine



David Solomon
Managing Director

PEOPLE often ask why we're called Sun & Moon. When we started back in 2003, we just needed to call ourselves *something*. I had two young daughters and they were like the sun and moon to me. The name felt right.

As we've grown over the years, gut instinct has become our guiding light. Because to shine in business, you need both sun and moon: creativity, energy, warmth, but also clarity, calm, cool.

We help you develop these qualities. We give you practical tools to make you stand out. Professional training that gets straight to the heart of the matter.

It's hard work and it's very challenging. But it's also fun. It has to be fun. Because that wonderful, positive release of energy when you laugh is highly memorable. And if you're learning something valuable when you do it, you'll remember it.

If you remember it, you'll use it, whatever you're doing – presenting to the Board, navigating a complex sale, managing your team, negotiating a deal.

Our clients invest in us because they know confident, motivated people mean higher retention, greater productivity, increased sales. They know, as we do, that it works.

compose





Exceptional trainers

Delivery

We have a core team of more than 20 Associates, many of whom also take an account management role. You'll always have a single point of contact for your program and, if appropriate, direct contact with each course facilitator – so you can get what you need when you need it.

Engagement

The experience of our Associates in corporate management means they are credible to your people, speak their language and understand the challenges they face. At the same time, their background in performance arts means they bring specialist expertise in all aspects of behavioural development, from voice projection to body language.

Impact

Underlying every Sun & Moon course is a powerful theme of interactivity designed to make learning fun. All our Associates have their own distinctive style (and we'll pick those best suited to yours), but they share a passion for their work which invariably results in glowing feedback.

A close-up photograph of two hands clasped together in a firm grip, symbolizing connection or agreement. The hands are positioned in the center-left of the frame, with fingers interlaced. The skin tone is light, and the lighting is soft, highlighting the texture of the skin and the creases on the fingers. The background is dark and out of focus, emphasizing the hands. The word "connect" is overlaid in the top right corner in a white, sans-serif font, with the letter "o" highlighted in yellow.

connect



Exceptional training

Relevance

Training must have a specific purpose: a clear business objective and clear objectives for everyone taking part.

That's why we tailor our programs specifically to you and your market. We're never going to know your business the way you do, but we have worked in many industries and so have a strong knowledge of different sectors and different working environments. Together with the brief you give us, we apply this knowledge to devise focused programs that achieve the results you need.

Value

We're continually aware of how significant an investment you are making. We'll do everything in our power to be flexible in our approach and to give you the best possible value in reaching your objectives.

Scale

While we have a significant Associate base there may be larger projects that need a greater resource. We have several well-established strategic partnerships with other training companies and can, if required, assemble widespread global teams.

Development

Within this framework, we cover these key areas:

- PRESENTATION
- CONSULTATIVE SELLING
- NEGOTIATION
- DELEGATION & TIME MANAGEMENT
- GIVING FEEDBACK
- INFLUENCE & PERSUASION
- EFFECTIVE MEETING MANAGEMENT
- TEAM BUILDING
- COACHING



compel



Our clients

Sun & Moon is a valued training provider to premier brands in financial services, retail and communications, with proven experience in key sectors such as health, pharmaceuticals and film. We also work in partnership with leading communications agencies to deliver bespoke training programs for their international clientele.

Our aims for every client remain straight and true: dedicated training programs which respond to specific challenges and produce shining results.

COMMUNICATIONS

- THE FRESH GROUP
- GENERATE
- GONG
- UNIVERSAL WORLD EVENTS
- THE VALUE ENGINEERS

FILM

- ARTS ALLIANCE MEDIA
- FILM DISTRIBUTION ASSOCIATION
- ICON
- ODEON
- STUDIOCANAL

FINANCE

- LLOYDS BANKING GROUP
- SANTANDER

HEALTH

- OXFORD HEALTH
- NHS FOUNDATION TRUST
- SOUTHWEST LONDON & ST GEORGE'S MENTAL HEALTH NHS TRUST

PHARMACEUTICALS

- BIOGEN
- BRITANNIA PHARMACEUTICALS
- CONSILIENT
- CORIN
- GENUS
- NAPP

RETAIL

- MARKS & SPENCER
- MORRISONS



convince



Our kind of people



DAVID SOLOMON

David graduated in Mathematical Statistics and Operational Research and spent a year in the City before training at RADA. After five years as a professional actor, he worked as a video and e-learning producer for clients including the NHS Executive, the then Department of Environment, the Patent Office, Goldman Sachs and BP. He formed Sun & Moon in 2003, combining his skills as an actor and a salesman to empower people in all roles in corporate life to communicate more effectively.



LUCY RYAN

Lucy is one of the UK's foremost personal impact coaches for senior business leaders, with clients including Sony, Siemens, the BBC, RAC, Leeds Building Society, Daily Mail and UNICEF. As well as her MSc in Applied Positive Psychology, she is an NLP Master Practitioner and licensed to administrate both the MSCEIT (the EI Ability Test) and the Strengths Deployment Inventory. She is also Associate Lecturer at the University of East London in the Application of Positive Psychology to Coaching and Organisations.



DAVID TREVASKIS

David is an experienced facilitator and actor/director. Having worked in sales and training at BUPA for 10 years, he's well versed in the regulated environment and its impact on both internal and external communications, as well as in IT project management and account management. David has recently facilitated programs at Britannia Pharmaceuticals, South West London and St George's NHS Trust, Morrisons and Santander.



PHILIPPA CHAPMAN

Fascinated by the power of focus and positivity to bring about change, Philippa has extensive experience as a facilitator and coach. Exhibiting a firm grasp of what's relevant and practical for organisations and individuals alike, she has run a wide variety of leadership skills and coaching programs for clients across the UK. Recent projects have included an Executive Board development program for South West London and St George's NHS Trust, as well as leadership programs for Oxford Health and Santander.



VEE SLACK

Following the completion of her B Ed degree, Vee spent three years teaching both in England and abroad, designing and selling language courses to large corporations. On her return to the UK, she spent 14 years in general and senior management positions – strategic sales and client services – working with blue chip companies and the public sector, including a number of NHS trusts. Vee now specialises in coaching and developing sales and service managers.



FLOYD BALLANTYNE

Floyd has over 10 years' experience in sales and management training. Equally adept at improving personal and technical skills, his sales programs focus on telesales, cold-calling, negotiation and customer care. He also brings his full expertise to bear when delivering management training in areas such as team building, mentoring, coaching, leadership, assertiveness, goal-setting, strategy, and planning and organisation. Floyd's clients include British Gas, Robert Walters Recruitment, Alltech and Pirtek.



JONATHAN LEWIS

An ex-army scholar, Jonathan has a degree from Exeter University in Politics & Society and is a graduate from the Guildhall School of Music and Drama. He has worked extensively as an actor, writer and director for 20 years, and has had considerable experience over the last decade in delivering personal impact skills training to the corporate world. He specialises in coaching and mentoring business leaders, and understanding the power of leadership and communication as performance. Past clients have included AMEX, Citibank, HSBC, BPP Law School, ACAS, Google and EMI.



DAVID MAYLOR

With a degree in Sports Science from UWIC, David is a qualified coach and NLP practitioner and has a wealth of business experience. He has an absolute passion for helping individuals and teams to recognise their own strengths and use them more effectively in a business environment. David designs and delivers bespoke programmes to improve sales performance, customer service, management and coaching. His industry experience includes finance, NHS, security, medical and manufacturing.



sun & moon
BUSINESS TRAINING

Let's talk...

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