



Mata Richard! A new chapter opens...

また近いうちにお会いしましょう*



The GPB team would like to say a special thank you to Richard Keith, who will be moving to Japan with his family very soon. Richard, we would like to recognise your continued hard work and dedication over the years. On one hand we are sad to see you go, although we are happy for you, and glad that you will be holding the torch in Japan for GPB.

Thank you for everything!

We wish you the best of luck (or 最高の運 in Japanese—pronounced ‘Saikō no un’) and we hope that you and your family thoroughly enjoy the experience!

From The GPB Team.

Sayōnara | **Jā** |
(goodbye) (bye)

Mata chikaiuchini o ai shimashou*
(see you soon*; we hope that’s what it says!)

GPB is trading normally and successfully

We would not normally spend column inches here telling you about us, but the unique situation merits a word or two here. We started coaching online - with our client Hewlett Packard providing the ‘tech’ - in 2000, running VCs or “Virtual Classrooms”. That’s also the year we published our first of these “Speak Up” Journals. The VC idea was ahead of its time, but Zoom, Teams and Google Meetings are all remarkably similar to this and so very familiar to us.

During the pandemic, our staff have been working well and safely from home, and the transition to that was very smooth. A few early client events were cancelled, but we’ve now replaced those with plenty of 1-1 two-hour coaching sessions and we have also been working with client teams on key presentations such as AGMs, and fund-raising for our Private Equity and Infrastructure clients. Clients are enquiring more and more about blended and post lockdown coaching, and our online group workshops.

We have also published an Infosheet on effective Online Communication, and this can be viewed as a short guide at our website, and a more detailed handout can be downloaded as a pdf. Please visit www.gpb.eu and see the Press and Articles column on the right for these.

Our Services

Grant Pearson Brown Consulting Ltd is a respected adviser based in London. We enhance the performance of businesses, helping clients to excel in the use of the spoken and written word, improving the performance of individuals and teams. Over the long term our work improves the way a firm does business.

We coach and advise individuals to perform at their best in the toughest situations including: Presentations, Online Communication, New Business Pitches, Business Development, Negotiating, Media Interviews, Telephone Calls and Document Writing.

We also produce scientific voice, visual and content analysis reports, which are unique to GPB. We then provide voice and visual coaching, and content advice.

Our clients’ needs are the only focus of our work; we listen to them and closely tailor our response to deliver first class coaching and advice. In support of this we selectively pursue new ideas and approaches, continually hone our advice and create tools such as:

- Voice, Visual and Content Analyses,
- Prospect Relationship Management (PRM),
- the Information Iceberg,
- Clients’ Rights Act,
- Feature, Benefit Impact (FBI),
- Buyers’ Criteria Analysis, (BCA), and
- our Q&A Methodology.



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