ACCORDANGE COMPANY AND ACCOUNT.

THE CUSTOMER SERVICE POCKETBOOK

By Tony Newby & Sean Mcl ar.us

Drawings by Phil Hailstone

Comments on the 1st edition

"Down to earth practical guide ... what I would expect from your work with us on Customer Service. It removes a lot of the missingue and concentrates on the real issues."

Mr. L.J.G. Purdle, Chief Pensic M. nager, Scottish Widows.

Comments on the 2nd eq. ion

"We will certainly contine to use the pocketbook with all our new starters. It really helps to make people realise at everyone has customers, and that internal customers are also important."

Carolyn Whitesmi, 1, Training Controller, Avon Insurance plc.



The Customer Service Pocketbook

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