

### Manufacturing Leadership Clients

**Manufacturers, Distributors, Resellers, Builders:** Association of Pool & Spa Professionals (APSP), Dimension One Spas, San Juan Pools, Merrick Machine Tools

**Manufacturers/Retail:** Honda, Acura, Gateway, Apple Computer, Mary Kay

**IT Manufacturers:** Hewlett-Packard, 3-Com, IBM, Intermec, Apple, Gateway

**IT Manufacturing Resellers:** The Future Now, GE Capital ITS, Pride, MicroAge, Entex, ESI, Pacific Blue Micro, VGC, Retrobox, SCICOM

**Engineering and Construction:** Parsons Corporation, ARINC (Engineering), UPCI (Upper Plains Contracting, Inc.)

**Software Companies:** Emdeon, Microsoft, Siemens PLM Software, Oracle, ANSYS, Altair, Mobius Management Systems, Alias Wavefront, SunSoft, Dassault

**Pharmaceutical:** Burroughs Wellcome (Glaxo Wellcome), Esprit

**Chemicals:** Taylor Technologies

*“The GDA workshop showed 40 of our reseller CEOs how to target upgrade sales to their existing clients. In just one hour, each of the companies had exceeded the goal of adding potential of more than 5 times their existing pipeline.”*

TIM TSU, CHANNEL PARTNER MANAGER – SIEMENS

### GDA USA Locations



### GROWTH DEVELOPMENT ASSOCIATES, INC. (GDA)

Growth Development Associates (GDA) is a privately owned training and management consulting firm with consultant offices located across the country. Founded in 1989, GDA serves clients throughout the United States and in more than forty countries around the world. Through fully customized solutions, delivered by experienced sales and management professionals, GDA integrates proven methodologies that give organizations the best opportunity to achieve record level growth.

GDA is recognized as unique in its commitment to the delivery of consulting and training services across multiple industries, with an impressive track record in manufacturing-related industries.

A broad range of comprehensive, growth services are listed on this document. To accomplish the successful delivery of these services, GDA has assembled experienced and certified trainers, developers and management personnel, each of whom has acquired their professional skills through at least twenty (20) years of formal training and practical field experience. All GDA consultant / trainers have corporate experience from Fortune 100 corporations and countless successful consulting projects.

*“After three years of flat business and a 1% profit margin, we decided to do some sales training and some market planning with GDA. The result? Last year, we doubled our sales and increased our profit margin by 5X. In one year, we learned how to actually sell our value and produce results in a 100% bid environment.”*

Nathan Reedy, CEO – UPCI

*“I was 37% of quota for the six month period prior to GDA and 129% of quota during the three month period after learning the GDA techniques. Keep in mind, to this point I had only learned a portion of the program’s teachings.”*

Will Ziacona, Account Rep  
Thompson FindLaw

### GDA Services

- Strategic & Tactical Planning
- Executive, Management, & Sales Training
- Personal Coaching
- Classroom Training
- On-line Training
- Mobile Sales Training Apps
- Field Practice & Reinforcement
- Sales & Marketing 30-Day Programs
- Customer Preference Planning
- Employee Development, Measurement and Retention