



Winning is Everything

Partners as Sales Enablers

5:00 – 6:15

December 14, 2017

Mark Cissell, Katz Abosch

Steven Maltzman, Maltzman Consulting

Allan Tetley, Grant Thornton

Dennis MacGillivray, Accountable Growth™ (Facilitator)



Inspire Accountable Leadership. Inspire Accountable Growth™

## Mark Cissell

Mark Cissell serves as Chief Executive Officer and President of KatzAbosch. With over 30 years of experience, Mark remains passionate about creating culture and imparting the vision of the firm on every KatzAbosch team member. Mark is closely involved with KatzAbosch clients throughout the Mid-Atlantic region in an advisory capacity. The services he provides include developing growth strategies, business and succession planning, and advising on mergers and acquisitions. Mark graduated from Western New England College with a Bachelor of Science degree in Accounting.



## Steven Maltzman



Steve is the immediate past regional managing principal for Rehmann's offices in Ann Arbor, Detroit, Farmington Hills, Toledo and Troy. Since retiring from Rehmann, Steven has launched his own consulting firm, Steven Maltzman Consulting.

Detroit Tigers with Morrine



Hiking with Henry





## Allan Tetley

### Key Account Executive @ Grant Thornton (5 yrs)

Serving Strategic Key Accounts out of Atlanta, GA

### Past

- Client Relationship Executive at PwC (12 yrs.)
- HR Outsourcing Partner at Accenture (5 yrs)
- Dale Carnegie/Miller Heiman Instructor (7 yrs)

- Business connector
- **Business connector**
- Marathoner, Skier
- Health Bio Hacker
- **Health Bio Hacker**
- Weekend sporting warrior
- Weekend sporting warrior
- Grandad of 3
- Twitter @Tetley ATL
- **Twitter @Tetley ATL**

<https://www.linkedin.com/in/atetley/>

Early morning pull in South Carolina



## Dennis MacGillivray

### Accountable Growth, Inc.™ Founder (10 yrs)

- Coach Professional Service firms' Growth Leaders
- \$5M to \$1B+ firms (US, Canada, Europe, Asia)

### pwc (17 yrs)

- Sales and growth coach to offices small to large across Canada, then U.S
- Managing Director / Global Account Management (3X-10X growth)

### Dale Carnegie/Miller Heiman (10 yrs)

- Instructor/Coach

## Adventure Motorcycling

- Lake Superior Circle Tour
- Outer Banks, NC to Pacific City, OR
- Death Valley, CA
- Chicago to Deadhorse, AK
- Chicago to Tuktoyuktuk, Canada
  - Planning stage 😊



▶ Developing Your Next Gen Growth Leaders Part I

## Who is in the room?

- Managing partners?
- Line partners?
- Business Developers?
- Marketers?
- Other?

## Revenue Range

- Below \$5M
- \$5M-20M
- \$20M-50M
- \$50M-100M
- \$100M+

## Partners as Sales Enablers

Tell us some stories: the good, the bad, the ugly!

Give us something practical to take back to our firms and put into practice!

Leave us with some sage advice!

Audience Warning:

This is an interactive session: questions, comments, stories encouraged and expected!

 Action Reminder

What action will **you** take when you get back to your office?

1.

2.

3.

Your Name (print legibly please):

Date:



 Summary

What was most significant to you today? (Please print legibly)



Name \_\_\_\_\_

Email \_\_\_\_\_

Contact me about helping more people in our firm become Accountable for Growth. Circle Yes/No

Submit this card to be eligible to win an iPod Shuffle



***THANK YOU***



Inspire Accountable Leadership. Inspire Accountable Growth™