



FACT SHEET

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MHI Global: Fact Sheet and Background

About MHI Global

MHI Global is the largest dedicated sales-performance company in the world, bringing game-changing insight to sales leaders worldwide and pioneering the \$1.2 billion sales-performance industry. MHI Global helps companies build and sustain successful, customer-focused organizations that can drive profitable, predictable top-line growth on a global scale. For more information, visit www.MHIGlobal.com.

Mission, Vision and Purpose

MHI Global's mission is *to help clients grow profitable sales*. Its vision is *to be the key resource for sales leaders globally, who want to empower growth through strong, meaningful and ongoing connections with their customers*. MHI Global's purpose is *to elevate the role, status, precision and strategic importance of the sales profession*.

MHI Global Capabilities

MHI Global provides all of the key components of a multi-dimensional and interdependent sales system, based on the central belief *that everything starts with the customer*. The company's tagline and promise to *empower growth* signify its goal to help sales leaders optimize their time, effort and potential *to better create and manage customer relationships, while achieving business goals*. MHI Global provides the following resources:

- Core management strategies that help organizations create opportunities, manage customer relationships and improve the effectiveness and professionalism of every customer interaction;
- Adjacent centers of excellence that offer solutions, such as leadership execution, customer service and channel sales;
- Strategic analysis and decision-making tools; and
- Proprietary research focused on understanding and codifying the best practices of the world's top sales organizations.

Five Companies as One Customer-Centric Resource

[Miller Heiman \(Reno, Nevada/USA\)](#) and its two divisions, [Impact Learning Systems](#) (Reno, Nevada/USA) and [Channel Enablers](#) (Littleton, Colorado/USA), acquired [AchieveGlobal](#) (Tampa, Florida/USA.) and [Huthwaite Americas and Asia](#) (Arlington, Virginia/USA.), to form MHI Global (Littleton, Colorado/USA) and expand on its vision of becoming the key resource to all sales leaders. Under Miller Heiman's management team, the companies will operate independently, while led by a cohesive senior-executive team; keep their individual company names; retain local managing directors and teams; continue to partner with their individual customers; and expand their worldwide capabilities within the framework of MHI Global. The proven methodology, expertise and measurable results of these five companies will provide businesses with an expanded approach, strategy and holistic view of the customer lifecycle.

Employees and Location

Collectively, more than 500 employees and contractors worldwide, in more than 40 countries, now deliver the voice of MHI Global, reporting to Sam Reese, CEO of MHI Global.

MHI Global is based in Littleton, Colo. The five companies that comprise MHI Global currently operate in their respective cities, as noted above.

Website

For more information, visit www.MHIGlobal.com.

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