

PRESS RELEASE

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MHI Global Launched, the Largest Dedicated Sales-Performance Company in the World, Bringing Five Companies into One Customer-Centric Resource

*MHI Global expands capabilities, supports a holistic view of customer management, drives growth and increases customer-focused approaches for sales leaders.*

**DENVER, June 3, 2014** – Five sales-performance companies merge, launching [MHI Global](http://www.mhiglobal.com/), the largest dedicated sales-performance company in the world. The proven methodology, expertise and measurable results of Miller Heiman, AchieveGlobal, Huthwaite, Impact Learning Systems and Channel Enablers consolidate as MHI Global, to provide businesses with an expanded approach, strategy and holistic view of the customer lifecycle -- pioneering the $1.2 billion sales- performance industry.

[Miller Heiman](http://www.millerheiman.com/) (Reno, Nev.) and its two divisions, [Impact Learning Systems](http://www.impactlearning.com/?_bt=34709399964&_bk=impact%20learning%20systems&_bm=e&gclid=CIGVj6isnb4CFbRxMgod63EABw) (Reno, Nev.) and [Channel Enablers](http://www.channelenablers.com/) (Littleton, Colo.), acquired [AchieveGlobal](http://www.achieveglobal.com/) (Tampa, Fla.) and [Huthwaite](http://www.huthwaite.com/) (Arlington, Va.), to form MHI Global (Littleton, Colo.) 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. 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.

“Customer-based strategies are a competitive advantage during an economic turning point, and meaningful customer experiences are guiding every sale and purchasing decision,” said Sam Reese, CEO, MHI Global. “More than ever, the need and demand for MHI Global -- the only company with a complete suite of resources to improve sales performance and drive growth -- became crystal clear. And today, we are excited to launch our competitive business solutions, locally, nationally and globally.”

“Through a combination of wisdom and innovation from five customer-focused companies, MHI Global has the collective experience to help sales leaders and organizations, from every industry, drive growth and stimulate customer-management excellence,” continued Reese.

As the largest dedicated sales-performance company in the world, 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.

“Through MHI Global, CEOs and sales leaders finally have access to the world’s most extensive knowledge base on how to drive customer-management excellence and growth,” added Reese. “After all, customer experiences are steering the success of individual companies, both domestically and globally, and driving the business world today.”

MHI Global is a pioneer in sales performance, bringing game-changing insight to sales leaders worldwide.  For more information, visit [www.MHIGlobal.com](http://www.MHIGlobal.com).

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