



Advantage Performance Group

Advantage Performance Group is a unique consulting and learning firm. We help organizations improve performance in the areas that matter most.

Specialty Areas

- 1. Sales Performance:** We create sales organizations that amaze your clients and your shareholders
- 2. Leadership and Team Performance:** We ensure that your employees not only understand your business strategy, but can execute it.
- 3. Business Acumen:** We develop every person’s ability to make better business decisions.

Business Impact: Guaranteed

Advantage is the only firm in the industry that can promise documented, positive business impact from learning – not only improved job performance, but measurable bottom-line results. Our proprietary Advantage Way system and methodology guarantees it. The system includes strategic components for HRD professionals, managers, and learners—all aimed at the goal of delivering better business results from learning. When *The Advantage Way* system becomes an integral part of their training culture, organizations find that the business impact derived from training consistently increases.

World-Class Solutions

Unlike other firms that rely on a single approach to development, Advantage provides a continuous stream of world-class learning solutions for every stage of your organization’s lifecycle. Our extensive network gives you access to world-renowned performance developers, premier business thinkers, and leading-edge learning design.

Partnering With You

Our consultants average 20 years of industry experience and each has an ownership interest in our business. This enables our clients to build long-term relationships and avoid the “churn” that is endemic to the learning industry. Many of our more than 400 global client relationships span more than a decade.

Results. It’s what you need and what we do.

Success Case Business Challenge: **Lead & Execute Better**



Need: **Children’s Healthcare of Atlanta** needed to develop leader bench strength and boost everyone’s financial acumen in the face of increasing market complexity.

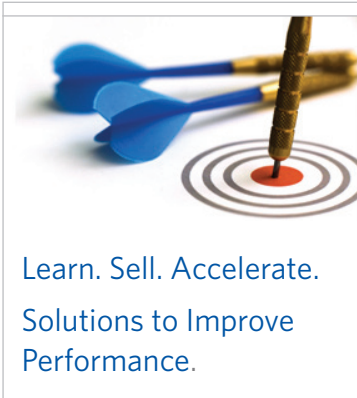
Result: Dramatic impacts on all 4 streams of business measurement including multi-million dollar cost savings and a core of outstanding leaders ready to move to the next level.



Need: **Chiquita Brands**, a single-product company wanting to evolve into a multi-product consumer enterprise, needed to elevate the talent and leadership of 26,000 employees, and help all frontline employees work smarter.

Result: Employees in 27 countries on 3 continents boosted their business acumen, and 90% better understood how to execute the company’s strategic shift by maximizing their individual efforts.

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To read the full [Success Cases](#), go to our site and click on Solutions.

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When you implement *The Advantage Way*SM system, your training will create measurable business impact. We guarantee it."

Success Case Business Challenge: **Sell More**



Need: **Pacific Pulmonary Services** needed to keep the team aligned and on track while a dramatic sales management initiative moved the entire sales organization to a higher competitive level.

Result: A complete transformation of how the sales team was hired, trained, and managed. Phenomenal business results included turnover lowered by *more* than half and productivity boosted higher than any other company in the industry.



Need: **ADP** launching a C-Level offering for the first time, needed its teams to sell higher and broader, delivering the value that customers demanded.

Result: New multi-year sales contracts, expanded business with current customers, and all product launch goals achieved even in a highly turbulent economy.



The Advantage Toolbox

It's not only about how many solutions you offer, but that you offer the best.

We have what you need.

When you work with Advantage, the performance improvement solution you need is at your fingertips. Proven best practices from the world's top companies. Hundreds of performance learning solutions. A wide range of delivery options including instructor-led, e-learning, simulations, visual maps, and action learning. We create and deliver what's exactly right for your people.

For more information,
visit us at www.advantageperformance.com