



CLIENT COMMENTS ON OUR WORK — GROWING EDGE PARTNERS

In three separate companies over a time frame of seven years, I employed Growing Edge to dramatically change my management team attitudes. The firm gave us practical learning experiences that provided clear and relatable insights into leadership and teamwork. Better still, the learnings were directly linked to our business experience so that we could rapidly adapt to new action. My key point is that Growing Edge gave us a usable result.

David Johnson, CEO (formerly): Entenmann's, Gerber Products, Campbell Soup

Growing Edge was critical in bringing me and our company into the 21st century in terms of management style and teamwork. We developed a clear vision on which to focus. More innovative ideas were generated and implemented. A visible excitement and loyalty was developed in our employees, resulting in others wanting to work for our company. Our quality and profits increased. We developed an exciting, rejuvenated company.

Patricia Pawelski, President & CEO (formerly), International Health Care, Ann Arbor

Working with our senior team and with our larger company management team, Growing Edge helped us pull together so that we could focus on a new set of issues. A key payoff was a much more disciplined approach to time and decision-making. We got dramatic results with almost all of our customers in this area. Our stakeholders could not believe how effective we were in dealing with difficult issues under time constraints. We were able to be respectful and listen to each other even while driving hard for results.

Tom Pettibone, Vice President (formerly), Information Services, Philip Morris, USA

Over ten years as a leader of four separate companies I relied on Growing Edge to help me bring each of my management teams into a mutual collaboration. With Growing Edge's help we were able to take one company from a negative value to a sale of over \$40 million. With another company we increased the bottom-line twofold before going public. I could not have done this on my own.

Cody Engle, Executive Vice President (formerly), Equity Group Investments, Chicago