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Smart. Experienced. Unconventional. Provocative. Effective.

In the decade that I have known Andy, he has brought every one of the words above to life in my mind. Andy has a singular focus for his clients. He is dedicated to their growth and their success – even when they may not be sure they are ready to do what has to be done to get there.

Andy has literally worked with hundreds of our members at every stage of growth and has helped them take the next step. I have encountered lots of “small business experts” in my time leading the Council of Smaller Enterprises. Many have theories and ideas. Andy backs his up with experience and results.

As a four time winner of Northeast Ohio’s prestigious Weatherhead 100 Award for explosive revenue growth, he not only helps his clients grow their businesses – he has employed his own tactics to grow his own at an award winning rate.

Last year, we engaged Andy to put his ideas to work in a new business growth course for mid-sized companies. Our participants reported results beyond their expectations and each made significant changes to their business as a result of the experience. As a result, we’ve renewed the course and are working to create another new program with Andy for growth oriented business.

Andy’s not about the show – he’s about results. If you lead a chamber of commerce or a business organization, I encourage you to consider working with Andy to educate your members, enhance the resources you provide or even grow your own membership. If you are a business owner—and you are ready to be challenged to overcome the excuses and grow your business—I recommend you consider Andy to help you create the profitable top line growth your business needs.

Call me if you’d like more information. But, more importantly, I encourage you to talk candidly with Andy about your challenges. Push him hard on how he can help you and he’ll push right back to get you there.

To your success,

A handwritten signature in blue ink, appearing to read "Steve Millard", written in a cursive style.

Steve Millard
President and Executive Director