



## Capability Statement

### Summary

*Training is the Ultimate Competitive Advantage!*

With the right training, you and your team can succeed in your industry in any market, at any time and against any competitors. With 35 years of experience in sales, self-development and team-building, Wally Olson is the seasoned coach, team facilitator and trainer who can help you and your team achieve the results you desire.

As a Service-Disabled Veteran-Owned Small Business (*SDVOSB*) Growth Point Consulting is committed to excellence and creating innovative and flexible training solutions for our Federal clients.

What sets Growth Point Consulting apart from the competition?

- Our knowledge of getting your teams, leaders, associates, and vendors to perform their best in today's environment
- Performance-based processes and training
- Integrated solutions for your teams
- Setting expectations and delivering behavioral change results

### Certifications

- ▲ **Certified** Service-Disabled Veteran-Owned Small Business (SDVOSB)
- ▲ Certified Enneagram Teacher and Coach

### Detailed Consulting & Training Services

- Administrative Support
- Anger Management
- Assertiveness And Self-Confidence
- Business Etiquette
- Board/Employee retreats
- Change Management
- **Coaching And Mentoring**
- Communication Strategies
- Conflict Resolution
- Creative Problem Solving
- Customer Service
- **Enneagram training**
- **Facilitator of group events & meetings**
- Leadership and Influence
- Motivating Employees
- Negotiation Skills
- Personal Productivity
- **Sales Fundamentals**
- Stress Management
- Supervising Others
- **Teamwork and Team Building**
- Time Management

### NAICS Codes

- 541611 – Admin Management & General Management Consulting Services
- 611430 – Professional & Management Development Training

**CAGE** – 5R0G6

**DUNS** – 831797530

EIN – 27-0812956

## Clients

- AFLAC Sales Representatives
- Chessie Energy Works
- DFI Engineers
- Frederick County Bank
- Ridgerunner Publishing
- State Farm Insurance Agency

## Ideal Clients/Opportunities

- Subcontracting training
- Micro purchases for small training opportunities
- The Veterans Administration

## About Wally Olson...

I'm a former member of the National Guard and graduate of the Bryant & Stratton Business College in Buffalo, NY. I have over 35 years of experience in sales, self-development, team building, and sales and business consulting. With my award-winning management, leadership and sales experience with IKON Office Solutions, a Fortune 500 company, I was certainly well equipped to start my own consulting company Growth Point Consulting.

In addition, I am a certified teacher in the Enneagram Personality System. I teach executive teams how to communicate and work with each other effectively by showing them how their personalities impact themselves and each other.

I am known and respected for my direct approach, and my ability to partake in spirited and authentic conversations. I am very passionate about serving my community through the Rotary.

## Contact Information



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## Geography Coverage USA

