

Gilbert E. Cargill
Cargill Consulting Group

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After concluding a spectacular sales and management career at IBM, in which he led his sales team from a dead last rating among 220 branch offices to first place in less than a year, Gil Cargill launched his own consulting practice in 1978. Cargill Consulting Group, Inc. was built on the same strategies that produced Cargill's outstanding sales results at IBM.



Cargill has spent the past thirty years as a consultant, speaker, and trainer helping thousands of businesses achieve dramatic and permanent improvements in sales productivity. Cargill has taught salespeople across diverse industries the importance of developing sales processes, the advantages of implementing new technology, and the benefits of tracking sales performance.

Cargill has been a frequent speaker at national conventions and a consultant to thousands of small-to-medium, growing companies that rely on business-to-business selling. In 1996, Sales & Marketing Management magazine named Cargill one of the "Top Six Speakers in the Country", and Successful Meetings magazine listed him as one of the "Hot 25 Speakers to Watch For." Cargill has received numerous other awards/recognitions and is frequently quoted in leading sales and sales management publications.

Thirty years of success in both sales consulting and sales training is proof that Cargill's style of delivering information and defining proven sales processes has helped his audiences understand that there are better, more profitable ways to perform their sales tasks. Cargill Consulting Group, the consulting practice that Cargill launched in 1978, is now a sales outsourcing company that helps clients by serving as their de facto sales force and/or sales management team, and the response to this new service has been remarkable.

***If you want to put your competitors out of business,
Gil Cargill is the sales coach for you.***

Doug Hyland

ROCG

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www.rocg.com www.business-transition.com

EXPERTISE:

- Strategies for developing growth oriented privately held enterprises
- Canadian taxation structure and strategies
- Business transition planning, M&A, business transfers

QUALIFICATIONS AND ASSOCIATIONS:

- Chartered Accountant
- Certified Financial Planner
- Director, Executive Committee member – Mississauga Board of Trade
- Advisory Board – Mississauga Business Enterprise Centre

Doug is a founding partner of Lemoine Hyland Chartered Accountants LLP and an original member of ROCG. Doug has become a recognized expert in the area of transition planning for business owners and their families, a frequent speaker and recognized contributor of articles outlining the unique challenges of business transition and business wealth transfer techniques both while operating the business and upon exit.

His focus and experience has provided Doug the opportunity to work as a trusted business advisor for owners of small to medium sized growth oriented companies. In addition to acting as part time CFO earlier in his career, Doug has developed consultative treasury and management responsibilities for Canadian firms operating with extensive US and international customer and supplier relationships

His recent relevant assignments and projects include:

- Assisting in the financing and development of the operational systems for wireless infra-structure company;
- Creation of the transition plans for the owners of a manufacturer of specialty parts, tool & die firm, auto dealer supplier, parts distributor
- In 2008, Lead on selling of four privately held businesses and Lead on acquisitions of two distribution businesses on behalf of ROCG clients

Teri Elliott

Vice President, Business Development & Planning

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- Director of Strategic Planning for EMS Pipeline Services (2007-2009) – an International and integrated services company for the energy industry; 1,900 employees and revenues of \$200 million
- Former Director of Marketing for NACE International (2002-2007) – a 20,000 member, \$20 million corrosion engineering organization
- Former Manager of Marketing Communications for Baker Petrolite - a division of Baker Hughes (1998-2002) – a billion dollar company; directly responsible for the downstream component of the industry (pipelines, refining & petrochemical).
- Founded, directed and marketed the School/Business Partnership Program – 1994-1998
- Education: Bachelor of Science and Masters Degree from the University of Houston; graduate of the Fort Bend Leadership and The Leadership 2000 programs; Graduate of the Institute of Organizational Management
- Fort Bend Leadership Program Director – three years
- Served on the Board of Directors for: the Fort Bend Chamber of Commerce, Rosenberg-Richmond Chamber of Commerce; YMCA; American Heart Association