

Biggest sales & management training firms in B.C.

Ranked by number of local staff


Rank '08	Company Address	Phone Fax Website	Top local executive	Year founded	Products/Services	Major clients	Ideal class size	Total staff '08/'07
1	Edge Training and Consulting Ltd 134 Abbott St Suite 303 Vancouver V6B 2K4	604-683-6466 604-683-6496 www.edgetd.com	Michelle Sharpe, Kirsty Farquharson, managing partners	1987	Knowledge management, business process improvement	BC Hydro, Fisheries and Oceans Canada, Ministry of Forests and Range, RCMP, UBC, Alderwoods Group, Rainier Pacific Bank, Lehigh Cement, REBGV	20 to 25	30 25
2	Corporate Play People Inc 711 Saratoga Pl Kelowna V1W 2Z6	866-351-7529 NP www.corporateplaypeople.com	Bryan Burns, president	2004	Team building, HR and business consulting, corporate events	NP	NP	25 ¹ NP
3	MDA Training 2309 41st Ave W Suite 201 Vancouver V6M 2A3	604-669-0540 866-203-8715 www.mdatraining.com	Scott Powell, president	1988	Financial leadership and business skills, training for corporate and commercial banks, training for equity and asset managers, training for insurance companies	ICBC, ATB Financial, Brandes, Accenture, BBC Worldwide, British Airways, CISCO Systems, Credit Suisse, JP Morgan, News International, Siemens, Swiss Re, Tesco	16 to 20	22 NP
4	Advance Corporate Training Ltd 650 Columbia St New Westminster V3M 1A9	604-521-5437 604-521-8066 www.actraining.com	Janet Dean, owner	1990	Leadership, team building, sales, customer service	Health care, education, IT, non-profits, hospitality	15	17 19
5	Dale Carnegie Business Group 4401 Still Creek Dr Suite 226 Burnaby V5C 6G9	604-299-5115 604-299-5657 www.dalecarnegie.ca	Bill Bunting, managing partner	1943	Business strategy, training and coaching	RSL, Houle Electric, Cactus Club, Finning, Design Roofing, Jeld-Wen, provincial government	30 to 40	16 NP
6	The Refinery Leadership Partners 375 Water St Suite 385 Vancouver V6B 5C6	604-899-4192 604-899-4193 www.refineryleadership.com	Barbara Ross-Denroche, Rosie Steeves	2002	Total leadership offering that takes a holistic, strategic approach to leadership and management development	BC Provincial Government, BC Multiculturalism & Immigration, Cameco Corporation, 20th Century Fox, Goldcorp Inc., Partnerships BC, Radical Entertainment, Salmon Arm Savings and Credit Union, Terasen Gas Inc.	NP	16 12
7	Learning Strategies Group SFU Business 300-500 Granville St Vancouver V6C 1W6	778-782-5157 778-782-5153 www.learningstrategies.ca	Rick Colbourne, executive director	1997	Customized university programs, strategic learning solutions, corporate universities, HR consulting, ROI, coaching, change management, aboriginal leadership, social alliance consulting, customized director's education, senior management and executive education	Energy, natural resources, electronics and high-tech, health care, professional services, government, media and entertainment, communications, finance, international	Varies	13 13
8	Dynamic Achievement Group Inc 1296 Haywood Ave. West Vancouver V7T 1V1	604-926-6465 604-922-3265 www.dynamicachievement.com	Eitan Sharir, president	1994	Culture transformation, leadership, executive and coaching, strategic and advanced selling, service excellence	TELLUS, London Drugs, Corix, Interior Savings Credit Union, PCL, VanCity, Kwantlen University	NP	12 NP
9	Priority Management - Vancouver 11160 Silversmith Pl Suite 4 Richmond V7A 5E4	604-303-5963 604-214-7773 www.prioritymanagement.com/pcg	Anson Frost, president	1984	Training courses in time (workload) management using MS Outlook, Lotus Notes and BlackBerry; project management; customer service; and coaching	Coast Capital Savings, Westminster Savings and Credit Union, BC Lottery Corp., BC Ferries, Government of Canada	NP	12 8
10	TheRevenueBuilder® 666 Burrard St Suite 500 Vancouver V6C 3P6	604-928-0097 NP www.TheRevenueBuilder.com	Pauline O'Malley, CEO and founder	1996	Hiring, retention, training and CRM technology. Improve marketing, sales & customer service performance for private companies & entrepreneurs. Coaching, consulting, training, workshops and webinars	RBC Financial, UBC Sauder School of Business, Kryton International, EMC Publications, Investors Group, Bailey Capital Fund, Cruise Holidays, Imprint Plus, Salesforce.com, Profiles International	unlimited	12 ² 12
10	Wardell Professional Development Inc 1200 73rd Ave W Suite 610 Vancouver V6P 6G5	604-733-4489 604-648-9210 www.wardell.biz	Mark Wardell, president	1988	Assisting in growth management in private enterprises	Kin's Farm Markets, Mainland Machinery, Atomic Cartoons	NP	12 12
12	Insights Learning & Development Vancouver 17 Fawcett Rd Suite 339 Coquitlam V3K 6V2	604-522-4229 604-522-4230 www.insightsvancouver.com	Joyce Gwilliam, principal	2000	Increased effectiveness for individuals, teams, organizations, sales, leadership and change management	Accenture, BC Hydro, BC Public Service Agency, City of Burnaby, ICBC	15 to 24	11 10
13	Life Strategies Ltd 2956 Fleet St Coquitlam V3C 3R8	604-464-2382 604-464-2387 www.lifestrategies.ca	Roberta Neault, president	1993	Training, human resources, e-learning, career management, psychometric assessments	NA	Unlimited	9 10
14	Champions in the Workplace Training & Development Inc 6105 Marine Dr Burnaby V3N 2X8	604-540-8183 NP www.champions.ca	John Smithman, president	1996	Custom supervisory training and management courses, business-owner coaching	NP	NP	8 NP
15	Buckhiester Management Ltd 101-1184 Denman St United 256 Vancouver V6G 2M9	604-662-8267 703-948-4615 www.buckhiester.com	Bonnie Buckhiester, principal	1995	Consulting, developmental education to the hospitality industry in the field of revenue management	Fairmont Hotels and Resorts, Pan Pacific Hotels and Resorts, Delta Hotels, Artific Hotels and Resorts, Boutique Hotels and Resorts of BC, Tourism BC	25	7 NP
16	Catalyst Training Services Inc 1200 73rd Ave. W Suite 1100 Vancouver V6P 6G5	604-298-5505 604-940-8035 www.catalysttraining.ca	Dan Monteiro, president	1996	Leadership training for managers and supervisors, personality assessments for selection, coaching and succession planning process	ALS Laboratory Group, A&A Contract Custom Brokers, ARPAC Storage Systems, Cansel Equipment, OKF Inc., Ecco Heating Products, Freybe Gourmet Foods, Neptune Bulk Terminals, TSI Terminal Systems	10 to 12	7 6
17	Mindworks Consulting 808 Galvettall St North Vancouver V7L 1X9	604-789-7457 NP www.mindworksconsulting.net	Fraser Engel, president	2000	Search and hiring simulation assessment, behavioural assessment, executive/team coaching and succession/strategic planning	Kodak, Ernst & Young, Symantec, Saxon Energy, SFU, Manulife Bank, LUJA Style, Deloitte	10 to 20	6 3
18	Kison Inc 1188 Georgia St W Suite 1488 Vancouver V6E 4A2	604-687-5552 604-687-5544 www.kison.com	Ralph Kison	1991	Sales training, management and leadership development, employee assessment, performance coaching, talent management	NP	Varies	5 5
19	Campeau Learning and Development Inc 1406 Magnolia Pl Coquitlam V3H 4S8	604-944-0642 604-944-0692 www.campeaulearning.com	Greg Campeau, founder	1991	Leadership, communication skills, time management, sales training	Lafarge, NHL Coaches Association, Finning, federal governments of Canada/U.S.	24	4, 7
20	Elaine Allison Consulting Group⁴ 2241 Stafford Ave Port Coquitlam V3C 4X5	604-723-7774 1-888-241-6876 www.elaineallison.com	Elaine Allison, owner	1999	Training programs in sales and service, negotiation skills, conflict resolution, supervisory, advanced management and leadership, strategic marketing, presentation skills, managing change, team building	Financial institutions, manufacturing, transportation, travel industry and resorts, small business, insurance industry	15 to 5,000	3 2
21	Novalliance Sales Performance Partners 1406 Marine Dr Suite 204 West Vancouver V7T 1B7	604-925-5850 604-925-5851 www.novalliance.com	David Kennedy, managing director	1978	Sales process re-engineering, sales team performance improvement (national & global), major account sales strategy, web-based sales performance support, value creation training, sales & customer service team building	NP	Varies	3 3
22	Sandler Training/Trainwest Management & Consulting/Sandler Sales Institute⁵ 4170 Still Creek Dr Suite 110 Burnaby V5C 6C6	604-291-1272 604-291-1279 www.tmcinc.sandler.com	Randy Hnatko, president and CEO	2004	Sales and management training, coaching, business consulting	Burnaby Board of Trade, BFI Canada, Canadian Outback Adventures, Great Little Box Company, CHUM, Re/Max, Konica Minolta	20	3 NP
23	Walkabout Seminars International Inc 265 15th Ave E Suite 303 Vancouver V5T 4K4	604-677-5272 604-738-3052 www.michelleray.com	Michelle Ray, CEO	1995	In-house professional development training and conference keynote presentations	NP	NP	2 NP

Sources: Interviews with above firms and BIVresearch. NP Not provided NR Not ranked

1 - Translation of 50 part-time/casual employees 2 - 2007 figure 3 - 2006 figure 4 - Formerly Positive Presentations Plus Inc 5 - fka: Trainwest Management & Consulting/Sandler Sales Institute

Business in Vancouver makes every attempt to publish accurate information in The List but accuracy cannot be guaranteed. Researched by Noa Glouberman, 604-608-5114

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