

Guaranteed (almost) Dollar for Dollar Grant Program for companies of 100 or less employees

Massachusetts has a grant program that will pay half of the cost of training. Hardly anyone has heard of the Workforce Training Fund Express Program, but it awards millions of dollars each year for training. Our speaker, Greg Nanigian, CEO of GNA, will focus on how to get funding for companies that have 100 or less employees. Your odds of winning funding are close to 100%!

Over a lunch and learn he will address the following:

Who qualifies (just about every Massachusetts employer with 100 or less employees do, but he'll talk about that)?

What types of training qualifies?

How do you get funding?

What's the application process (it's pretty easy and you can do it yourself)?

How much can you win?

How long does it take to win?

When do you get paid?

How do you win up to \$6,000.00 per person being trained per year?

How do you win \$30,000.00 per year for your company?

The Workforce Training Fund Express Program helps address business productivity and competitiveness by providing resources to Massachusetts businesses to fund training for current and newly hired employees. Greg Nanigian company, GNA, has been helping companies win funding for eleven years.

Greg did an awesome job as our speaker at Lunch and Learn in June. So, we are thrilled to have him back! Don't miss out, register soon – we think it will probably fill up!

- **Goodrich Lumber (building contractor materials)** spent \$120,000 on sales and sales management training and GNA helped them win two \$30,000 Grant Reimbursements; the state paid them \$60,000 to offset the cost of the training.
- **American Ecotech (air analyzers)** spent \$58,000 on sales and sales management training and GNA helped them win two Grants totaling \$29,000.
- **Cases-Cases (packaging)** spent \$45,598 on sales and sales management training and GNA helped them win a \$22,799 Grant Reimbursement.
- **Uno Corporation (pizza sold through retailers and food service companies)**, spent \$11,000 on sales and sales management training and GNA helped them qualify for a \$5,500 reimbursement.
- **Fitzemeyer & Tocci (engineering for health science institutions)** spent \$22,000 on sales training and GNA helped them win a \$11,000 Grant Reimbursement.
- **Bachman Electric (electrical engineering)** spent \$9,000 on sales training and GNA helped them win a \$4,500 Grant Reimbursement.
- **Tiziani Whitmyre (design branding and advertising)** contracted for \$36,000 worth of sales and sales management training and GNA helped them win an \$18,000 Grant.
- **Analytix Solutions (an accounting and back-office services company)** has contracted for \$60,000 worth of sales and sales management training and GNA helped them win a \$30,000 Grant Reimbursement.

Greg Nanigian is a Leadership, Sales Management and Sales Trainer. He authored the book, "Why People Buy" - with many 5 Star Reviews on Amazon.com. He's CEO of Greg Nanigian and Associates (GNA). Since 1987 Nanigian and his team have been helping C-level executives, Presidents, Sales Managers, Owners and salespeople overcome sales management and selling challenges as well as increase sales and margins since 1987. They've helped hundreds of companies win Massachusetts Workforce Training Fund Grants!