



For Immediate Release

Nashville-Based Accounting Consultant Group Unifies Under One Name - The Rainmaker Companies, LLC

Nashville, Tenn. (June 7, 2012) – Troy Waugh, CEO of Five Star 3, LLC announced today that the three service lines of the Nashville-based accounting consulting firm will now be unified under one name - The Rainmaker Companies, LLC.

The Rainmaker Companies is a leading alliance, consulting and training resource for the accounting industry throughout North America, Western Europe, and around the globe.

“Our mission has always been to help transform the lives of accountants in public practice. We help our clients make the transition from number crunchers to number communicators so they can bring more value to their own clients,” says Rainmaker’s founder Troy Waugh.

The Rainmaker Academy was founded in April 1991 based on industry veteran and author Waugh’s vision to build a consulting practice to help CPAs and their firms transform and thrive by adding marketing muscle to their strategic line up. The Rainmaker Companies have grown from hosting a single CPA at their first training program in the early 90s, to a leading firm in the accounting industry providing a full suite of alliances, consulting, and training services.

In addition to Waugh, the executive team of The Rainmaker Companies includes Angie Grissom, executive vice president and chief operating officer and Patrick Pruett, president of the Rainmaker Alliances and executive vice president of The Rainmaker Companies.

“We are excited and feel the time is right to unite our service lines under one entity, all with a new brand and common identity. Our plans for growth include adding associations to those we have in place while continually developing new programs and services that assist our accounting firm members in growing through better client service and improved efficiencies throughout their organizations,” says Patrick Pruett.

The Rainmaker Alliances is led by Patrick Pruett and manages seven accounting associations, including Enterprise Worldwide, one of the largest international associations in the world with more than 70 member firms in 35 countries. The alliance team manages a series of niche-based

associations for accountants specializing in the health care, real estate and construction, automotive, community banking, manufacturing and non-profit industries.

The Rainmaker Consulting Group is led by COO Angie Grissom, recognized by *Accounting Today* as one of the Top 100 Most Influential People in the Accounting Industry. Through their **Strategic Growth Advisor** relationships, The Rainmaker Consulting Group helps firms focus on strategic initiatives, growth-driven marketing, and performance management.

The Rainmaker Training Group is led by Troy Waugh, who for the last eight years has also been recognized as one of the Top 100 Most Influential People in the Accounting Industry. The Rainmaker Academy trains hundreds of experienced accountants annually. The curriculums are customized to meet the unique needs of each accounting firm client, and typically include offerings from The Leadership Academy, The Rainmaker Academy and dozens of other leadership and business development courses, all developed within the firm.

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