



**Press Release**

**THE RAINMAKER COMPANIES ANNOUNCES LEADERSHIP TRANSITION**

January 13, 2014 (NASHVILLE, Tenn.) - The Rainmaker Companies, a leading alliance, consulting and training resource for the accounting industry, today announced a transition in ownership. Rainmaker will be led by newly appointed CEO Dan Brooks and President Angie Grissom, as well as longtime firm executives Patrick Pruett and Adelaide Ness.

Brooks, who has a 20-year relationship with the Rainmaker Companies and formally joined the firm in 2013, has a rich history of achievement in the accounting industry. In addition to building the McGladrey Alliance, he brings significant experience in practice development, operational consulting and M&A activities for clients in the professional services sector.

Grissom, who has served as President and Chief Operating Officer of the firm for the past few years, has led and grown the consulting division of the firm for the past twelve years. Grissom, who is known for her expertise in firm growth strategy, leadership development and client communications also serves as a consultant to accounting firms.

"These leadership changes are the culmination of a planned succession planning process, which aims to ensure continuity of top quality programs and measurable results for our clients," said Troy Waugh, Founder of the Rainmaker Companies. "We teach the importance of succession planning and leadership development," he continued, "and what better way to prove our principles than to successfully practice what we preach? I can't think of a better, more capable team to continue building on the strong foundation we have created together."

Waugh is the author of three books, including the recently published *Leading an Accounting Firm*. In his new role, he will continue consulting with select Rainmaker clientele, writing and speaking at industry meetings.

"We are proud of the results our clients have achieved over the past 20 plus years and we are extremely excited about the future," said Grissom. "Our team is honored to have the opportunity to continue supporting accounting firms and their professionals as they create their desired futures."

"Professional service firms are continually facing succession and growth challenges," says Brooks. "As we work to raise the bar for success within The Rainmaker Companies, we will apply that same focus to our clients – creating highly customized solutions designed to help leaders set new standards of excellence for their own firms."

Based in Nashville, Tenn., The Rainmaker Companies was founded by Waugh in 1992 and has become a top training, consulting and alliances provider for the accounting industry. The firm is comprised of The Rainmaker Academy, The Rainmaker Consulting Group, Enterprise Worldwide and six industry-specific accounting alliances. For more information, visit [www.therainmakercompanies.com](http://www.therainmakercompanies.com).

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