



Public Training Program

All trainings held at: Nashoba Valley Chamber of Commerce,
2 Shaker Rd, Bldg B, Unit 200, Shirley, MA

Value of Program:

\$1,200–\$15,000

\$0

COST AFTER REIMBURSEMENT

100% grant approval rate since 1994. GROWTHco pre-screens every application before it's submitted, so everyone accepted to the program is already guaranteed to be funded.

Process: 1. Reserve your seat; 2. Online application (10-minutes w/ GROWTHco's assistance); 3. Receive approval from state; 4. Attend training; 5. Pay GROWTHco; 5. Receive reimbursement from the state within 45 days.

2027 Program Schedule

Month & Dates	Course	Instructor	Net Investment	Cost after reimbursement
January 5 & 26, 8:30–12:30	Personal Productivity: Goal Setting & Time Management (8 hrs)	James Desrosiers	~~\$2,400~~	\$0
February 9 & 16, 8:30–12:30	Community Marketing and Sales (8 hrs)	James Desrosiers	~~\$2,400~~	\$0
March 16 only, 8:30–2:30	Sales: Beyond the Basics (6 hrs)	Gary DiLeo	~~\$1,800~~	\$0
April 6 only, 8:30–2:30	Sales: Intermediate Level (6 hrs)	Gary DiLeo	~~\$1,800~~	\$0
May 11 only, 8:30–2:30	Sales: Advanced Level (6 hrs)	Gary DiLeo	~~\$1,800~~	\$0
June 8 & 15, 8:30–12:30	Negotiation Skills (8 hrs)	James Desrosiers	~~\$2,400~~	\$0
September 14 & 21, 8:30–12:30	Presentation Skills & Organizational Storytelling (8 hrs)	Bob Glover	~~\$2,400~~	\$0
October 5, 19 & 26, 8:30–12:30	Advanced Communications & Working Well with Others (12 hrs)	James Desrosiers	~~\$3,600~~	\$0
November 9 only, 8:30–12:30	Emotions & Stress Management (4 hrs)	James Desrosiers	~~\$1,200~~	\$0
December 7 & 14, 8:30–12:30	Leadership and Culture (8 hrs)	James Desrosiers	~~\$2,400~~	\$0

2027 program schedule. No sessions run in July or August.

Course Descriptions

Advanced Productivity: Goal Setting & Time Management

JAMES DESROSIER

An advanced, interactive productivity training for professionals at every level and position. Ensure employees are clearly understand the organization's mission, vision, and goals and they are proactively executing the proactive activities daily and measuring progress to ensure goal achievement.

Sales: Beyond the Basics

GARY DILEO

This instructor-led course goes beyond the basic sales skills from prospecting to closing the deal. Participants learn high-impact deal-making, covering strategic engagement, prospect insights, and relationship and deal management to sharpen communication and close more sales.

Sales: Advanced Level

GARY DILEO

An intensive course for even the most experienced sales professionals, covering strategic execution, complex deal navigation, and stakeholder coalition-building to manage multi-party sales opportunities from discovery to close.

Presentation Skills & Organizational Storytelling

BOB GLOVER

A hands-on workshop for framing ideas and organizational stories persuasively, covering message structure, nonverbal delivery, visual aids, and managing presentation anxiety and audience objections with confidence. Participants learn the processes to design, create, and deliver powerful presentations to move their audience to desired action

Emotions & Stress Management

JAMES DESROSIER

Stress is unavoidable. Learn how to better live with stress. Understand how the brain and body receives, absorbs, and processes stress, and how to be in better control of how it affects you and how you respond to it. Covers the neuroscience of stress, coping strategies, and tools to help you help others maintain their cool during high stress moments.

Community Marketing & Sales

JAMES DESROSIER

For people who go out into the community to build brand, relationships, and sales. Participants create a custom Outbound Community Marketing & Sales Plan tailored to each attendee's strengths and style. Turn random networking, marketing, conferences, cold outreach, and community involvement into a predictable revenue engine.

Sales: Intermediate Level

GARY DILEO

Moves sales people and business development professionals from pitch-driven conversations to consultative, value-based selling, covering objection and negotiation mastery, pipeline management, and advanced closing techniques for faster deal progression.

Negotiation Skills

JAMES DESROSIER

Facilitated personally by Jim, who is certified in Negotiation Mastery by Harvard University. This workshop teaches principled negotiation and provides processes and templates to properly plan for any negotiation, including sales, vendor contracts, asset purchases, employee negotiations and working with others internally, even business acquisition or sale. Processes can also be applied outside of work.

Advanced Communications & Working Well with Others

JAMES DESROSIER

Includes a free assessment to identify each participant's personality type (Driving, Expressive, Amiable, or Analytical) and their corresponding strengths and potential weaknesses. Participants learn how to identify how to work better with others who may be different from themselves. Better understand people and why they behave the way they do.

Leadership and Culture

JAMES DESROSIER

For the organizational leader who wants to fully commit to making their work environment a place where employees want to go every day, commit to goals, and give their best! Covers Servant and Situational Leadership frameworks, coaching and feedback, and talent development planning.

Participation Options

Option 1. You or your employee(s) participate in all ten courses

Option 2: You or your employee(s) participate in individual training courses

Regardless, your net cost after reimbursement:

\$0!

One Seat, Flexible Use

You can send the appropriate person to attend for each course. Purchasing the full program ensures one seat for each training course. Then, you simply decide which employee to send to each course. For example, a business owner could attend the Leadership and Culture course, while other employees attend other courses.

Meet Your Instructors



James Desrosiers, M.M.

President & Founder, GROWTHco

Owner of GROWTHco (BLEVNU, Inc.), a veteran-owned Massachusetts training and business advisory firm helping clients grow their people and organizations since 1994. Master's in Management degree with a concentration in Leadership and Human & Organizational Dynamics.



Gary DiLeo

SALES TRAINER, COACH & AUTHOR

Currently Director of Sales, North America at Stannah. Spent 26 years at Bose Corporation, including as Director of Sales Training and Development, and is a 5-time Sales Summit Award recipient. Author of *Say This, Get That!*



Bob Glover

EXECUTIVE COACH & MEDIA STRATEGIST

Over 30 years of experience in presentation skills, organizational storytelling, and brand building. Emmy-winning producer, manager, and on-air presenter of public affairs, entertainment, and children's programming. Leads clients through personal brand development, effective presentations, and executive presence.

Limited seats are available on a first-reserved, first-secured basis

Fill out the [Google Form by Clicking here](#) to reserve your seat or contact us with any questions.