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Contact:            John Spader, Spader Business Management            800-772-3377  
                         Michael Rees, A World of Training                            866-238-9796

#### SPADER BUSINESS MANAGEMENT INVESTS IN A WORLD OF TRAINING

Sioux Falls, SD – The new year ushered in a new partnership with two leaders in the training and consulting field when Spader Business Management secured partial ownership in A World of Training. Both companies specialize in the development of businesses and people through training systems and processes, but at different levels.

“Our clients brought to light the natural progression between our two businesses,” explained John Spader, president of Spader Business Management. “Where we specialize in the development of businesses through training, leadership development, people management and financial management for middle and senior managers, several of our customers would also utilize A World of Training at the dealership to help implement much of what they learned with their front line.”

Spader further explained that while the content taught in Spader Business Management workshops and courses is typically well-understood by the business leaders in attendance, often there was a need for additional assistance in implementation once they returned to their dealerships. “A World of Training has a sharp focus on front line, day-to-day process improvement and is a natural partner to assist with the implementation of key processes while also monitoring adoption and adjustments over time,” he said.

“Instead of operating as totally separate entities, our new partnership will enable us to ‘pass the baton’ between our two companies for improved customer outcomes,” explained Spader. “After seeing how well it worked for many of our customers, it just made sense to unite the two businesses.”

“We’re excited about our new partnership with Spader Business Management,” explained Michael Rees, President of A World of Training. “We plan to use the Spader numbers and processes as templates with our clients. Because we work at the sharp end of things in a dealership month by month, day-in and day-out, this will allow us to integrate the processes and concepts and see the full effect of what is possible in the dealership.”

“We are looking forward to working hand-in-hand with Spader to unlock the full potential of the clients we serve,” Rees said. “By working together, I believe we will see amazing outcomes as dealerships fully implement Spader and A World of Training processes and concepts at all levels of their businesses.”

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Spader Business Management is a training and consulting firm founded four decades ago by Duane Spader. Specializing in recreational vehicle, marine, powersports, farm equipment, motorcoach, trailer and retail pet businesses, Spader training programs, consulting services and 20 Groups (peer-to-peer networks) have produced significant returns not only financially but also through improved interpersonal and professional skills and relationships.

A World of Training combined the dealership support services of two other companies in 2009 to specialize in the recreational vehicle industry, but also does work with the marine and powersports industries. They work side-by-side with front-line staff at dealerships to identify areas for improvement and monitor progress throughout the implementation process. Their services are available on-site, through webinars or via online learning modules.

Both business serve clients throughout the United States and Canada.