



Miller Heiman is a global sales performance and consulting firm, helping clients worldwide grow profitable sales. The Reno, NV based company specializes in providing sales strategy, process and training for Fortune 1000 giants, and also offers public training sessions in key business cities throughout the year. Wherever their performance solutions take them, Miller Heiman's associates turn to The Regus Group for professional training facilities that match the quality of their programs.

Amy Vanderpol, a Miller Heiman program coordinator, says the company used to use hotel conference rooms for their training sessions, but the unpredictability of service and quality from one place to the next made it difficult to manage. With Regus' worldwide network of more than 3,700 meeting and training rooms, Miller Heiman can call on a single partner to provide consistent service in nearly any major city in the world.

“Regus knows our business, so they know how we like to conduct our sessions, how we need the room set up, what supplies we need – it takes a lot of the questions out of the process,” said Vanderpol.

She organizes up to 250 separate programs per year, which range from 1-3 days in length. And most of the sessions take place in Regus facilities, from Mexico City to New York to Toronto. To make sure Miller Heiman's training programs always go off without a hitch, The Regus Group sends a detailed checklist of instructions to any of its business centers that will host a Miller Heiman session. With Regus in its corner, Miller Heiman can concentrate less on logistics and more on delivering a knock-out workshop.

“The Regus service is truly turn-key,” said Vanderpol. “It makes my job so much easier knowing I can just call Regus and everything will be handled.”