

THE

RANKS

CHANNEL CONSULTANTS

RANKED BY NUMBER OF DIRECT SELLING COMPANIES INVOICED IN LAST 12 MONTHS

Each month, *The Ranks* spotlights companies, people or trends that are important to the direct selling channel. This month, *The Ranks* lists consultant firms, **ranked by the number of direct selling clients invoiced in the past 12 months.** Companies that did not provide this information are listed in alphabetical order. *The Ranks* will vary monthly in type of information and in number of items included. *Ranks* client data is not audited and relies on the good faith responses of the participants.

Rank	Company Name & Location	Number of DS Clients	3 Representative Clients	Contact Information & Website	Area of Expertise
1	Jensen Consulting Vancouver, WA	41	Lifewave Ellie MD LifeVantage	Dan Jensen 360-600-3929 dan@dj-consulting.com JensenConsulting.com	Comp plan design, comp plan change projects, new startups, executive training, comp plan reviews
2	Gobi Insights Salt Lake City, UT	27	Immunotec LifeWave Life Vantage	Colt Passey 208-403-3447 colt@gobi-insights.com gobi-insights.com	E-commerce revenue optimization through payment strategy, tax efficiency, subscription design, and post-checkout performance.
3	Strategic Choice Partners Flower Mound, TX	17	Le-Vel Seint Mannatech	Brett Duncan 469-955-4002 Brett@StrategicChoicePartners.com StrategicChoicePartners.com	Strategic Planning, Transformational Management, Comp Plan Design, Sales Program Development, Fractional Executives, Customer Reward Programs, Marketing and Creative Services
4	Halversen & McKinlay Los Angeles, CA	5	Hinode Young Living Hy Cite	Clint McKinlay 801-703-0788 Clint@hmrevenuerepair.com halversenandmckinlay.com	Growth strategy, sales enablement, field and home office culture, global business expansion.
5	Align Business Consulting Inc. Agoura Hills, CA	4	Thirst-One Gifts MONAT Avon	John Lietsch johnl@alignbusinessconsulting.com alignbusinessconsulting.com	Aligning IT investments with enterprise goals, turning IT into a true strategic partner.
6	Hester Consulting Services LLC Sarasota, FL	2	PM International L'Bri	Gordon Hester 941-704-5333 gordon@gordonhester.com	Marketing, tech and change management in the independent contractor entrepreneurial business model
*	Adams Resource Group, Inc. Crossroads, TX	Did not provide	Did not provide	Paul Adams 940-365-1590 Paul@AdamsResourceGroup.com	Adams Resource Group works with marketing and executive teams to create positive and measurable changes to their company.