



PATH TO MASTERY LLC

Workforce Training Fund Grant — Approved Courses for Your Team

Fully funded sales & leadership training available now for Massachusetts small businesses
— at no out-of-pocket cost.



Trained & Certified by the Best in the World

MAXWELL LEADERSHIP

Certified Trainer John Maxwell Leadership

Certified March 2026

Licensed to facilitate, speak, coach, and deliver approved Maxwell Leadership training — one of the most respected leadership development organizations in the world.

GRANT CARDONE 10X

Certified Business Coach 10X Cardone

10X Certified Coach, Speaker & Mentor

Certified through the 10X Coaching Certification Program — licensed to deliver Grant Cardone's world-renowned sales training, including Cardone University content.



WHY THIS MATTERS

Your Team Can Be Better — Completely Free to Your Business"

Small service-based businesses in Massachusetts can now access world-class sales and leadership training — fully reimbursed through the **Workforce Training Fund Program (WTFP) Express Grant**. Path to Mastery LLC has **4 approved courses** on the WTFP Express Directory, meaning your employees can attend live workshops and get your business reimbursed up to 100%.



Up to 100% Reimbursed

Businesses with 50 or fewer MA employees receive full reimbursement. 51–100 employees qualify for 50% back.



Up to \$15,000 Annually

Each company can receive up to \$15,000 per year in grant funds — and up to \$3,000 per employee per course.



For MA Businesses

Your business must operate in Massachusetts and contribute to the Workforce Training Fund through payroll taxes.



We Help You Apply

Path to Mastery guides you through the entire application process — making it easy to secure your grant and get started.

Tailored Training to Fit Your Business

We understand every team is unique. That's why we offer flexible options to ensure our world-class sales and leadership training seamlessly integrates with your schedule and preferences.



Flexible Scheduling

- **Full-Day Immersion:** One intensive 15-hour workshop.
- **Structured Learning:** Three 5-hour days over 2-3 weeks.
- **Extended Engagement:** Five 3-hour sessions over 3-5 weeks.



Convenient Locations

- **On-Site Training:** We come to your office for maximum convenience.
- **Our Dedicated Space:** Utilize our fully equipped training facilities.



Personalized Consultation

Schedule a free 30-minute call to discuss your team's specific needs and determine the ideal training structure and location. Let's find your perfect fit.

5 WTFP-Approved Courses Ready for Your Team

All five courses below are pre-approved and listed in the WTFP Express Course Directory. Your business simply applies, we deliver the training, and you get reimbursed.



John Maxwell: 15 Invaluable Laws of Growth

Leadership & personal development | C-Record: **C-15218**



Grant Cardone: Sales Execution Live Workshop

Sales execution & closing mastery | C-Record: **C-13155**



Grant Cardone: Marketing Essentials Live Workshop

Marketing strategy & lead generation | C-Record: **C-10091**



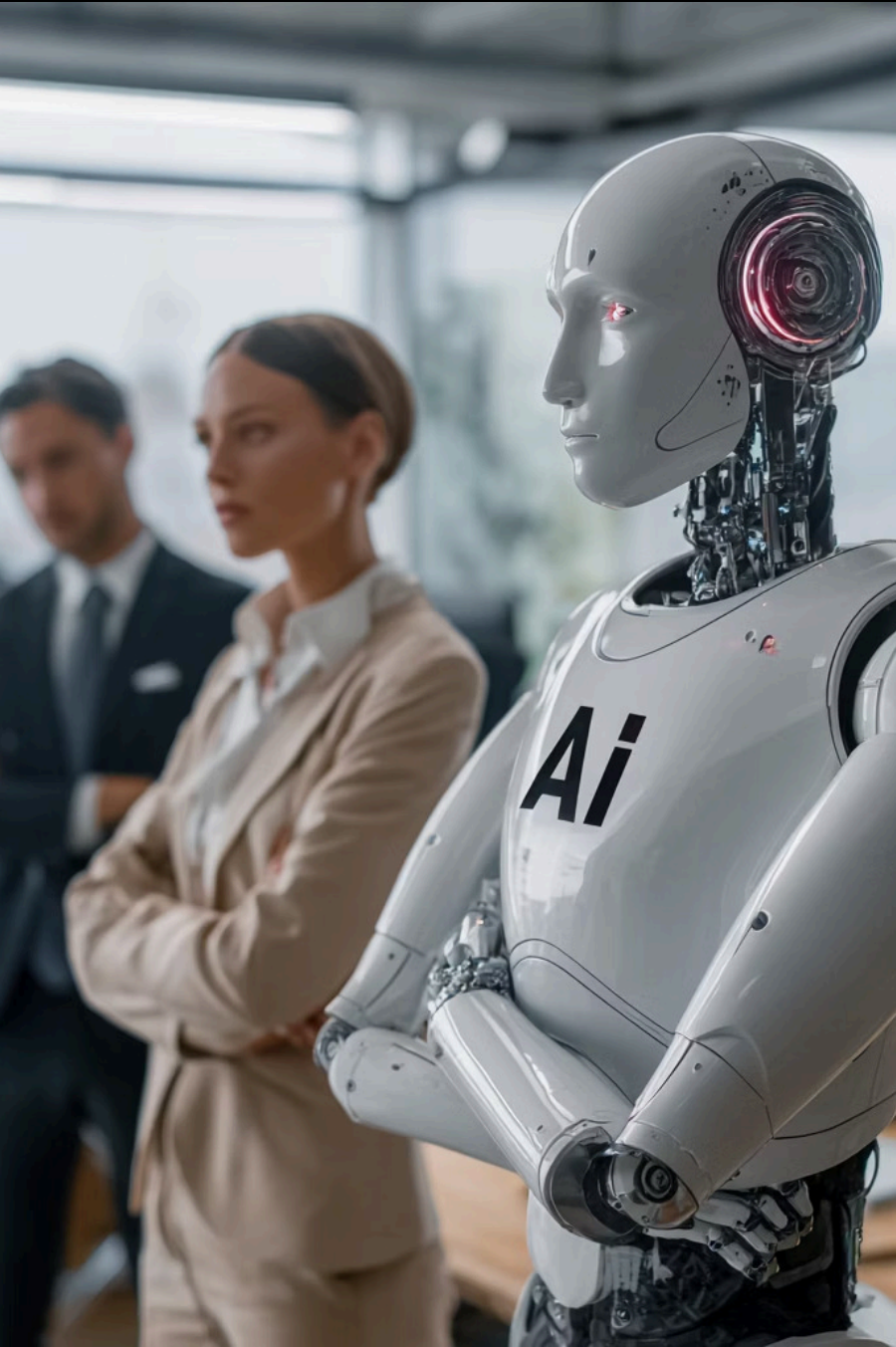
The 6-Step AI-Powered Sales Cycle Live Workshop

AI-powered sales process | C-Record: **C-14716**



DISC Communication and Sales Performance Training

Communication styles & sales performance | C-Record: **C-15594**



COURSE 4 — C-14716

The 6-Step AI-Powered Sales Cycle Live Workshop | C-14716

David Hill's signature course — davidhill.com/aisales — teaches a structured, repeatable 6-step sales process that integrates AI tools at every stage to help your team close more deals, respond faster, and follow up smarter.

The 6 Steps Your Team Will Master

1. **Prospecting with AI** — Find and qualify the right leads faster
2. **First Contact** — Scripts and systems for immediate engagement
3. **Needs Assessment** — Ask better questions, uncover real pain
4. **AI-Powered Presentation** — Tailored pitches that resonate
5. **Handling Objections** — Use AI to prepare for every scenario
6. **Closing & Follow-Up** — Automated 7–17 touch-point follow-up systems

Who This Is For

Sales teams and business owners ready to combine proven sales fundamentals with the power of AI — to close more deals, miss fewer leads, and build a predictable revenue machine.

Why It Works

80% of sales happen through follow-up. This workshop gives your team the exact AI-powered system to stay in front of every prospect — consistently and automatically.

DISC Communication and Sales Performance Training | C-15594

Based on the Maxwell DISC Method, this live workshop helps your team improve workplace communication, leadership, teamwork, customer relationships, and sales effectiveness by understanding and applying the four DISC behavioral styles.

What Your Team Will Learn

- Understand the four DISC behavioral styles: Dominant, Influencing, Steady, and Compliant
- How different styles communicate, make decisions, and respond under pressure
- Practical tools for adapting communication and reducing misunderstandings
- Strengthen sales and service conversations using behavioral insight
- Build trust, improve collaboration, and handle conflict more effectively

Who This Is For

Business owners, managers, and team members who want to communicate more effectively, lead with greater awareness, and build stronger teams and client relationships.

Training Topic

Executive/Leadership Development — aligned with John Maxwell Leadership and DISC Assessment methodologies.



COURSE 1 – C-15218

John Maxwell: 15 Invaluable Laws of Growth | C-15218

Based on John C. Maxwell's landmark book, this live workshop guides your team through **15 proven principles of personal and professional growth** — delivered by a Maxwell Leadership Certified Trainer.

What Your Team Will Learn

- The Law of Intentionality — growth doesn't happen by accident
- The Law of Consistency — small daily habits produce massive long-term results
- The Law of Environment — surround your team with the right influences
- The Law of Reflection — evaluate, adjust, and improve continuously
- The Law of Contribution — developing yourself so you can develop others

Who This Is For

Business owners, managers, and team members who want to lead better, think bigger, and build a culture of intentional growth inside their organization.

Your Trainer

David Hill is a **Maxwell Leadership Certified Trainer** — certified March 2026 — licensed to facilitate, speak, coach, and deliver approved Maxwell Leadership training.



CARDONE
Training Technologies, Inc.



CERTIFICATE

★ OF COMPLETION ★

This Certificate is Presented to

David Hill

Successfully completing the **10X Coaching Certification**
become a **10X Certified Coach, Speaker, and Mentor**

Completed on:

March 31st, 2022

A handwritten signature in black ink, appearing to be 'Grant Cardone'.

Grant Cardone
Founder and CEO

COURSE 2 – C-13155

Grant Cardone: Sales Execution Live Workshop | C-13155

Powered by **Cardone University** — the #1 sales and business training platform in the world. This live workshop delivers Grant Cardone's proven sales execution framework directly to your team.

What Your Team Will Learn

- How to build an unbreakable, repeatable sales process
- Closing strategies and advanced objection handling
- How to increase quality contacts and follow-up frequency
- Scripts and methods to stay in control of every sales conversation
- The mindset and habits of top-performing sales professionals

Who This Is For

Sales teams, business owners, and entrepreneurs who want a **proven, repeatable system** to close more deals — delivered live by a Grant Cardone Certified Licensee.

Your Trainer

David Hill is a **Grant Cardone Licensee**, certified through the 10X Coaching Certification Program as a 10X Certified Coach, Speaker, and Mentor.

Grant Cardone: Marketing Essentials Live Workshop | C-10091

Also powered by **Cardone University**, this live marketing workshop teaches small business owners and their teams the essential marketing strategies needed to attract more leads, grow visibility, and drive consistent revenue.

What Your Team Will Learn

- Core marketing fundamentals every business owner must master
- How to generate consistent, high-quality leads
- Building a brand presence that attracts and converts customers
- Strategies to stay competitive and visible in your market
- How marketing and sales work together to accelerate revenue

Who This Is For

Business owners, marketing staff, and sales teams who want to build stronger pipelines and grow their customer base with **proven marketing execution strategies**.

Your Trainer

Delivered live by David Hill, a certified **Grant Cardone 10X Licensee** with over 35 years of sales and marketing experience.

10X BUSINESS COACH PROGRAM



Why Train With David Hill?



36 Years of Sales Experience

David brings over three decades of real-world selling, coaching, and consulting — not just theory, but battle-tested systems that actually produce results for small business owners.



14 Years Teaching Sales

David has spent 14 years training salespeople and business owners, combining proven fundamentals with cutting-edge AI strategies to help teams close more deals consistently.



Triple-Certified Trainer

Maxwell Leadership Certified Trainer (March 2026), Grant Cardone 10X Certified Licensee, and creator of the 6-Step AI-Powered Sales Cycle — three of the most respected names in growth, sales, and leadership training.



Fund Training with Workforce Training Grants

Massachusetts-based businesses have an incredible opportunity to fully fund employee training through the Workforce Training Fund Program (WTFP) Express Grant. This program empowers small businesses to invest in their teams without upfront costs.



100% Reimbursement

Businesses with 1–50 MA employees receive full reimbursement for approved training costs, maximizing your investment in employee skills.



Up to \$15,000 Annually

Access up to \$15,000 per year — and up to \$3,000 per employee per course — to support continuous professional development for your team.



For MA Businesses with 100 Employees or Less

Specifically designed to support small to mid-sized businesses located in Massachusetts that pay into the Workforce Training Fund.

Path to Mastery streamlines your access to these valuable funds. We assist with the entire application process, ensuring you can secure the grant with ease. We currently have **four approved courses** eligible for reimbursement, tailored to boost your sales performance, marketing, leadership, and AI integration.

Learn More & Apply:

<https://commcorp.org/subprogram/wtfp-express-program>



Let's Talk About Your Business

Book a free 30-minute strategy call with David to discuss your goals, your needs, and determine if we're a good fit to work together



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