



Franklin Covey Co. Acquires Robert Gregory Partners

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Strategic Addition Builds FranklinCovey's Global Capability to Offer Coaching Services as Valuable Add-On to the FranklinCovey All Access Pass

SALT LAKE CITY--(BUSINESS WIRE)--May 18, 2017-- [Franklin Covey Co. \(NYSE: FC\)](#), a global firm specializing in organizational performance improvement, announced today that it has acquired [Robert Gregory Partners](#), an executive coaching firm based in Dublin, Ohio, with offices in New York and Los Angeles, to provide add-on coaching services for [FranklinCovey content and solutions](#) delivered through the [FranklinCovey All Access Pass™](#). The acquisition was finalized on May 15, 2017.

FranklinCovey's All Access Pass provides unlimited access to FranklinCovey's entire collection of best-in-class content. The Pass creates the ability to assemble, integrate, and deliver that content through an almost limitless combination of delivery modalities: live, live-online, on demand, and the integration of content into existing customer training offerings. The Pass has a cost-per-population trained which is less than or equal to that provided by single content/single modality providers. It will soon be globally accessible in 16 major languages through a state-of-the-art, secure, easy-to-use portal.

The Pass includes the services of Implementation Specialists, experts in FranklinCovey content, to ensure client success. The pass also includes access to an array of affordable add-on services, including these newly acquired coaching services, to ensure customers execute on their key jobs-to-be-done. For more information on the FranklinCovey All Access Pass, please visit <https://www.franklincovey.com/engage-with-us/all-access-pass.html>.

Robert Gregory Partners is an innovative coaching firm with expertise in executive coaching, transition acceleration coaching, leadership development program-support coaching, implementation coaching, and consulting. Their revolutionary coaching methodology not only improves the performance of executives and leaders, but inspires and facilitates behavioral change throughout a client organization, resulting in the achievement of critical business objectives.

"We are really excited to have Robert Gregory Partners, the market leader in next generation coaching, join FranklinCovey," said [Bob Whitman](#), CEO, FranklinCovey. "In addition to the best-in-class offerings and tools offered through the All Access Pass, and our traditional consultant-facilitated training services, clients will now have access to world-class coaching services. The acquisition will combine the resources of Robert Gregory's 60 coaches, and FranklinCovey's worldwide network of hundreds of delivery consultants, many of whom will also be trained to provide coaching on FranklinCovey content utilizing the Robert Gregory coaching methodologies. This enables FranklinCovey Coaching to build the worldwide capability to deliver valuable add-on coaching services to reinforce the learning, retention, and execution of the content included in the All Access Pass."

[Gregory Ruf](#), Managing Partner, Robert Gregory Partners, said, "We are so pleased to become a part of FranklinCovey, which is known and so highly regarded globally. Our clients, which include many of the *Fortune* 1000, will continue to receive the same excellent service from our existing partners, employees, and coaches, and will also have access to the full range of world-class content available through FranklinCovey's All Access Pass. Additionally, we look forward to leveraging FranklinCovey's vast reach to build a truly global capability to help FranklinCovey clients achieve lasting impact. Our unique approach to coaching focuses not only on building the capabilities of the individual alone, but on advancing the strategic business objectives of the organization as a whole. Our prescriptive methodology and process allows our clients to achieve maximum, guaranteed results with every engagement."

FranklinCovey will focus specifically on offering its clients the following services based on [Robert Gregory Partners' capabilities](#) :

Learning Program Support Coaching

The company will provide coaching services to support clients in their implementation of the content included in the All Access Pass. This short-duration coaching is designed to significantly enhance and accelerate candidate development within a client's development program. Research shows that adding coaching into a learning program increases retention of the learning and increases the application of that learning for long-term, positive behavior change.

Executive Coaching

The company will also provide one-on-one coaching for directors and C-suite executives, using a proprietary methodology and process, which combined with FranklinCovey content, can enable high-performing executives to take advantage of opportunities or overcome tough challenges, such as:

- Executives who seek to boost their professional and personal growth through an aggressive, results-oriented program
- Executives who are preparing for a critical succession move or who have recently moved into a key, new role
- Executives with a leadership style or approach that is not producing desired results

Robert Gregory Partners will also continue to offer other services, including leadership development consulting, cohort coaching, and transition acceleration coaching and consulting.

ABOUT FRANKLIN COVEY CO.

[Franklin Covey Co. \(NYSE: FC\)](#) is a global, public company specializing in organizational performance improvement. We help organizations and individuals achieve results that require a change in human behavior. Our expertise is in seven areas: leadership, execution, productivity, trust, sales performance, customer loyalty and education. Franklin Covey clients have included 90 percent of the Fortune 100, more than 75 percent of the Fortune 500, thousands of small and mid-sized businesses, as well as numerous government entities and educational institutions. Franklin Covey has more than 100 direct and partner offices providing professional services in over 150 countries and territories.

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