

Your Business **Scaling** Partners!

Gain clarity, build conviction, and make the commitment to scale your business!

Our Story

For over two decades Chad and Josh lived in the trenches of building and scaling business together, though never within the same company.

Chad, an intrapreneur, has worked hand-in-hand with literally thousands of companies to break growth barriers and beat revenue targets. He knows the challenges and rewards of building repeatable sales processes to unlock any business' full potential.

Josh, an entrepreneur, has both bootstrapped and raised millions of dollars to launch and exit multiple software companies. He has learned the ups and downs of hyper scaling SAAS products and human services to prove wide scale adoption.



Together, Josh and Chad have worked with leading businesses from growth stage to Fortune 100 brands. Bringing their unique skills of creating new innovative products and getting those products to market are widely recognized.

ABOUT CHAD

Chad Cannon has over fifteen years of experience helping thought leaders scale their businesses. As the VP of Marketing at Thomas Nelson Publishers, he led over thirty New York Times bestselling campaigns. From there, he launched a marketing agency focused on helping authors and brands focus on building a business around their content.

Most recently, he helped Michael Hyatt & Co. scale from sub-7-figures into a mid-8-figure business in six years. He was instrumental in the explosive growth of the business that involved building out multiple 8-figure product lines in the business that included online courses, an e-commerce product, and business coaching in his roles as CMO and CSO.

Through growing BusinessAccelerator to over 8-figures in annual revenue, Chad helped thousands of million-dollar-plus businesses across hundreds of industries grow and scale. Over the past five years doing this, he learned there is a specific roadmap to scale and has become obsessed with helping others scale.

Chad lives in Nashville, TN with his wife Julie, daughter Crew, and mini Australian Shepherd Rizzo.





ABOUT JOSH

Josh Hotsenpiller holds over a decade of experience in the tech and connectivity industries. As a software entrepreneur, Josh commands a diversified work portfolio and encompasses a proven track record. Clients include Estée Lauder, GoPro, HP, VISA, The United Nations, among many others, who attest to his proven track record for providing industry leading, innovative growth solutions.

As founder and CEO of Crowd Hub, Wisdom Capture, and JUNO, Josh has raised multiple rounds of funding from the largest software only VC, Insights Partners and launched products that trended top downloads globally in the iOS and Google play stores.

As a pioneer in the digital age of human connection, Josh's extensive experience is not limited to just driving company growth, but also educating and inspiring others to grow. Josh has keynoted for fortune 100 brands, Crain's, Top Places to work companies, and face-paced emerging brands. He is also a TEDx alum and on the U.S Department of State global speakers bureau for entrepreneurship.

Josh lives in San Diego, CA with his wife Kim and two boys, Kruiise and Crosby.



What people are saying

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"I've had the privilege to know and work with Chad for almost a decade. He was someone I could lean into for wise business counsel when our organization was just getting started. When we met, BELAY was a 7 figure organization, and now through tremendous growth & our sights set on 9 figures, his knowledge and expertise have had a great impact on how we scale BELAY into the future."

Tricia Sciortino
CEO, Belay Solutions



What makes us **different?**

You and your business set us apart! That's right, you! From the trade industry to member-based brands to high tech, ScaleFactor's unique ability is to offer a proven framework that will help any business in any industry scale. So while we have the secret, you have the sauce! Nothing gets us more excited when we meet founders and business leaders who love what they do, love their customers, and want to make more raving fans!

As we like to say, **Let's Scale!**

Download the 7 Factors of Scale and get started **today.**

Our FREE Seven Factors of Scale PDF delivers a clear framework that has helped thousands of successful business leaders regain the focus and commitment needed to scale.

Discover the 7 Factors of Scale™



VIRTUAL LIVE WORKSHOP
PRIVATE STRATEGY SESSION

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SCHEDULE A CALL

SAY HELLO AT:
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