

OFFICIAL RECIPE BOOK

Packed with her famous recipes, including her world renowned Pumpkin Chiffon Pie

T H E G ROSSMAN G ROUP

The Tradition of Grandma Elsie & Thanksgiving at The Grossman Group

As many of you know, the winter season kicks off with my favorite holiday: Thanksgiving.

People often wonder why Thanksgiving gets me in the holiday spirit and I'm always excited to share with them why....Because it's the season for Grandma Elsie's Famous Pumpkin Chiffon Pie and other crowd-favorite recipes.

The tradition is long-standing, and for those who don't know the story behind the pumpkin pie that's better than any I've tasted, I'd like to share it.

Instead of getting holiday gifts for friends and neighbors, Elsie Edelstein, who I adopted as my grandmother, made pumpkin pies and handdelivered them before Thanksgiving. The blessing, as she used to say, was in the making ("food brings people together") and in giving ("it's better to give than receive!").

A tradition that started with one creative and thoughtful woman was quickly adopted by her daughters and grandchildren, along with friends and neighbors. Grandma Elsie PUMPKIN CHIFFON PI

These are the most delicious, mouth-watering pumpkin pies you've ever tasted. Even people who don't like pumpkin pies love her now-famous recipe.

For almost two decades, The Grossman Group has adopted her wonderful tradition by sharing in her sentiments with folks in our network by passing along Elsie's famous pie and spice mix recipes.

You know it's a special tradition when clients call in early November wondering whether the agency is celebrating Grandma Elsie, and if there's a new recipe.

We also have some delicious extensions to Grandma Elsie's reach, which were suggested to us by a colleague, Brad Whitworth, and his wife, Peg Champion. It turns out that Grandma Elsie's spice mix isn't just a must-have for pies.

We hope you'll enjoy all.

Grandma Elsie, here's to you! Cheers, and Happy Thanksgiving season.

And, these aren't any old pies.

- David Grossman



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Grandma Elsie's Famous Pumpkin Chiffon Pie

Ingredients:

Pie

- 1 envelope gelatin dissolved in 1/4 cup of water
- 1/4 teaspoon salt
- 1/4 teaspoon nutmeg (packed)
- 1/8 teaspoon ginger
- 2 eggs, separated
- 2 teaspoons cinnamon
- 2/3 cup whole milk
- 1 heaping cup canned pumpkin (NOT pumpkin pie mix)
- 1 cup granulated sugar
- 1/4 stick of butter or margarine

Pie Crust:

- We use ready-made graham cracker pie crusts, but you can also make your own—and it will be even better!
- 11/3 cups graham cracker crumbs
- 2 tablespoons powdered sugar
- 1/3 cup melted butter or margarine

Whipped Cream:

- 1/2 pint real whipping cream (this may be enough for two pies)
- 1 tablespoon powdered sugar



Part 1 – Day 1

- Separate the eggs from their whites. Store egg whites in the refrigerator.
- Start a double boiler on stovetop.
- Place all of the pie ingredients except the egg whites and gelatin in the double boiler.
- Heat the mixture until it is thick, stirring periodically.
- While the mixture thickens, progressively dissolve the gelatin in hot water and stir vigorously.
- When the pumpkin mixture is thick (hint: check if the spoon stands straight up), stir the gelatin-water into the mixture on the stove, over low heat.
- Let cool.
- Place the mixture in the fridge until firm (we recommend letting it set overnight).

Part 2 – Day 2

- Beat egg whites until they are light and fluffy.
- Once the mixture has become firm, in a separate bowl, beat pumpkin batter at low speed until it is creamy.
- Then, fold the egg whites into the pumpkin batter until they are well-mixed.
- Pour the mixture into the pie shell and top with whipped cream.
- Sprinkle lightly with graham crackers.



Grandma Elsie's Famous Spices

Ingredients:

- 2 tablespoons + 2 ³/₄ teaspoons Sugar
- ¹/₄ teaspoon cinnamon
- A pinch of nutmeg
- A pinch of ground ginger
- A pinch of salt





Directions:

- In a small bowl, mix together sugar, cinnamon, nutmeg, ground ginger, and salt (makes 3 tablespoons). For more, double or triple up the recipe and transfer into a spice jar.
- Grandma Elsie's Famous Spices is the common ingredient in the recipes on the following pages. Try one out (or all) and impress your friends and family at Thanksgiving dinner this year.
- As well as being a key ingredient for the recipes in this cookbook, Grandma Elsie's Famous Spices have many delectable uses:
 - Sprinkle on cereal, hot buttered toast, pancakes, french toast, vanilla ice cream, yogurt, granola or fruit for an instantly delicious treat.
 - Substitute for sugar and make a cup of coffee or tea extraordinary.
 - Use as a flavorful addition to a mug of hot cocoa perfect for the holiday season.
- Enjoy!

Grandma Elsie's Cast Iron Apple Crisp

Ingredients:

For the caramel sauce:

- 2 cups granulated sugar
- 1/4 cup water
- ³/₄ cup unsalted butter (1¹/₂ sticks), diced
- 1 cup heavy cream
- 1 teaspoon vanilla extract
- 1 teaspoon kosher salt

For the filling:

- 3 pounds firm, tart apples, peeled, cored and sliced (about 6 medium apples)
- 1 tablespoon fresh lemon juice
- 1 tablespoon Elsie's Spice Mix
- 1/2 teaspoon ground cinnamon
- 1/2 teaspoon ground cardamom
- 1/8 teaspoon ground cloves
- Pinch of kosher salt

For the crispy topping:

- 1 cup all-purpose flour
- 1 cup old-fashioned oats
- 1/3 cup chopped pecans or walnuts
- 1/3 cup light brown sugar
- ½ teaspoon kosher salt
- ½ cup unsalted butter (1 stick), softened

Directions:

Making the caramel sauce

Put sugar and water in a saucepan and stir to combine. Add the diced butter and put over medium heat. Cook without stirring until the butter





and sugar have melted completely and are starting to bubble (4-5 minutes).

When the mixture starts to brown at the edges, use a spatula to stir occasionally, scraping the sides and the bottom of the saucepan. When the mixture is a deep golden brown and just beginning to smoke slightly (4-5 minutes), remove from heat. Watch carefully because the caramel can go from golden brown to burned if you turn your back.

Carefully whisk in the heavy cream to make a smooth sauce. Add the vanilla and salt. If you discover lumps, put the pan back on low heat and whisk until smooth. Pour the caramel sauce into a heat-safe container to cool.

Preparing the filling

Put a rack in the center of your oven and pre-heat to 350 degrees. In a large bowl, add the sliced apples, lemon juice, spices and salt and stir to combine. Drizzle ½ cup of caramel sauce over the mixture and stir again. Scrape the apple mixture into a 9- or 10-inch cast iron (or other oven-safe) skillet.

Making the topping

In your now-empty bowl, combine the flour, oats, nuts, sugar and salt. Stir until well combined, then add the softened butter. Use your hands to mash the dry ingredients with the butter until you form crumbs. Distribute the crumb topping evenly over the apple filling in your skillet. Put in the oven for 40-50 minutes until the topping is golden and the juices are bubbling.

Serving the crisp

Slice into individual wedges (serves 8-10) and put on individual plates or bowls. Serve warm with more warm caramel sauce and ice cream. You can keep any leftover caramel sauce in an airtight container in the refrigerator for about a week. You can rewarm the caramel sauce in a saucepan over low heat.

Grandma Elsie's Holiday Sangria

Ingredients:

- 1/2 medium apple, cut into 1/2-inch pieces with skin attached
- ½ medium orange, cut into ½-inch pieces with skin attached
- 1 small bunch seedless table grapes
- ³/₄ cup orange juice
- 1/3 cup of brandy
- 1 Tbsp Grandma Elsie's Famous Spices
- Juice from one-half lemon
- 1 750ml bottle of dry Spanish red wine (Tempranillo or Rioja)
- 1 cup of sparkling water
- 3 cups of cubed ice





Directions:

Put fruit, orange juice and brandy in a pitcher and muddle the ingredients. Add Grandma Elsie's spices, lemon juice, red wine, sparkling water and ice to the pitcher and stir to combine ingredients. Pour into glasses and make sure to spoon a variety of fruit into each glass.

Variations on a theme:

Grandma Elsie would never want you to get stuck in a rut. Here are some ways you can modify the recipe to take advantage of ingredients you have on hand:

- Try using rum or triple sec instead of brandy. Rum will make the sangria sweeter.
- Replace the sparkling water with club soda or sparkling wine.
- Consider other fruits you may have on hand: pears, kiwis, or frozen blackberries or cherries.
- Use lime juice instead of lemon juice to add a bit more tropical tartness.

Grandma Elsie's Spiced Holiday Popcorn

Ingredients:

- ¹/₄ cup olive oil
- 1 teaspoon paprika
- ½ teaspoon ground cayenne pepper
- ½ teaspoon ground cinnamon
- ¼ cup canola oil (can substitute grapeseed oil or coconut oil)
- ¹/₂ cup popcorn kernels
- 1 tablespoon Grandma Elsie's Famous Spices (see page 4)
- ³/₄ teaspoon kosher salt





Directions:

- Heat the olive oil in a small saucepan over low heat until just heated through. Stir in the paprika, cayenne pepper, and cinnamon spices and remove from heat.
- In a large (4-quart or larger) heavy-bottomed pot, add the canola oil and two popcorn kernels and heat over medium high heat.
- After the kernels have popped, add the remaining ½ cup of kernels, cover and shake the pot constantly for about 3 minutes. Stop when there is a few seconds' pause between kernel popping.
- Quickly transfer the popcorn to a large serving bowl big enough to mix the popcorn. Add half of the popcorn to the bowl and stir the spiced oil well. Drizzle half of it over the first half of the popcorn. Add the second half of the popcorn and drizzle with the remaining oil. Using your hands, mix thoroughly until the popcorn is evenly coated. Then sprinkle with Grandma Elsie's Famous Spices and kosher salt and mix again. Taste, adjusting with more Grandma Elsie's or salt as desired. Serve immediately.

Grandma Elsie's Decadent Organic Chocolate-Cinnamon Fudge

Ingredients:

- Butter, to grease the pan
- 1 (14-ounce) can Santini* organic sweetened condensed milk (Santini Organic, if you can get it)
- 1 tablespoon Grandma Elsie's Famous Spices (see page 4)
- 2 teaspoons ground organic cinnamon
- 1 teaspoon pure organic vanilla extract
- 3 tablespoons unsalted organic butter, cut into small pieces, at room temperature
- 16 oz. (2 bags) Dagoba* organic chocolate Chocodrops
- Kosher salt



* If you can't find Santini organic, you can use Eagle or Borden. If you can't find Dagoba, you can use any bittersweet baking chocolate with 65% or higher cacao.



Directions:

- Butter the sides and bottom of an 8x8-inch pan, then line it with an 8x14-inch sheet of parchment paper. Let the extra paper hang off the sides. The paper makes removing the fudge from the pan a snap.
- In a medium stainless steel bowl (one that fits in a saucepan), thoroughly combine the condensed milk, Grandma Elsie's spices, ground cinnamon and vanilla extract. Stir in the soft chunks of butter and the chocolate chips.
- Put the stainless steel bowl into a saucepan of simmering water and mix 8 minutes until the chocolate chips are melted and the mixture is smooth and thick. Scrape the mixture into the greased pan using a spatula. Smooth the surface and then very lightly sprinkle with sea salt. Put in refrigerator for at least two hours until solid.
- To loosen the fudge, run a warm knife around the edge of the pan and lift the fudge slab out using the parchment paper. Peel off the paper, put the fudge on a cutting board and slice into 1-inch pieces.
- You can store Grandma Elsie's Decadent Fudge in airtight containers or freeze.

Grandma Elsie's Elegant Poached Pears with Spiced Red-Wine Syrup

Ingredients:

- 2 ½ cups dry red wine (a good* Cabernet, Merlot, Zinfandel)
- ³/₄ cup organic brown sugar
- 1 tablespoon Grandma Elsie's Famous Spices (see page 4)
- Zest of 1 orange
- 1 orange, juiced
- 1 cinnamon stick
- 1 vanilla bean, split lengthwise
- 2 cloves
- 4 firm, ripe pears (Bosc are preferred, though Conference and Anjou also work well)



* Note that the quality of the wine affects the flavor of the poaching liquid/syrup. We recommend that you use something better than "Two-Buck Chuck."



Directions:

- In a 4-quart saucepan, combine wine, brown sugar, Grandma Elsie's spices, orange zest, orange juice, cinnamon stick, vanilla bean and cloves. Bring to a boil, reduce heat and simmer for 5 minutes until the sugar dissolves.
- While liquid is simmering, carefully peel pears leaving stem intact. Slice ½ inch off the bottom of each pear to create a flat bottom. Gently place pears in poaching liquid, cover, and simmer for 15 to 20 minutes, turning every 5 minutes to ensure even color. Check to make sure pears are cooked tender but not mushy. (Insert the tip of a paring knife into the pear bottom. It should go in and come out easily with no resistance.)
- Use a slotted spoon to place pears upright on a serving plate or in individual bowls. Chill at least three hours or up to 24 hours.
- Increase the heat of poaching liquid to high and bring to a boil. Boil uncovered for 5-10 minutes, stirring occasionally with a whisk until the syrup thickens. Remove from heat and chill until ready to serve. The sauce will continue to thicken as it cools.

To Serve:

 Bring pears and syrup to room temperature or warm slightly. Serve pear with scoop of vanilla ice cream and drizzle syrup over pear and ice cream.

Elsie's Elegant Elixir

Ingredients:

- Amaretto
- Vodka
- Orange juice
- Grandma Elsie's Famous Spices (see page 4)



Tools:

- Two cocktail glasses (martini preferred)
- Cocktail shaker



Directions:

- Rim two cocktail (martini) glasses with Grandma Elsie's Famous Spices.
- Fill a cocktail shaker with ice and add:
 - 3 oz. of Amaretto
 - 3 oz. of vodka
 - 6 oz. of orange juice (we love blood orange juice when it's in season)
 - 1/2 teaspoon of Grandma Elsie's spices (or dash sugar, pinch cinnamon, pinch ginger, pinch nutmeg, pinch salt)
- Shake well, strain and pour elixir into rimmed cocktail glass.
- Serves 2. (Elsie wouldn't drink alone.)

Grandma Elsie's Organic Apple-Raisin Granola

Ingredients:

- 10 cups (2 pounds) old-fashioned rolled organic oats
- 2 cups (6 ounces) chopped walnuts
- 1 cup shredded unsweetened organic coconut
- 3 tablespoons Grandma Elsie's Famous Spices (see page 4)
- 1/2 teaspoon kosher salt
- 1 cup organic pure maple syrup
- 1/4 cup honey
- 1 1/2 tablespoons organic vanilla extract
- 1/2 teaspoon organic almond extract
- 3/4 cup organic canola oil
- 2 cups chopped dried organic apples
- 2 cups organic Thompson seedless raisins





Directions:

- Adjust oven rack to upper-middle position, heat oven to 250 degrees. Line two large rimmed baking sheets with parchment paper.
- In a large bowl, combine oats, walnuts, coconut, Grandma Elsie's spices, salt and stir.
- In a small bowl, whisk maple syrup, honey, vanilla extract and almond extract. Whisk in oil until blended.
- Add the syrup mixture to the oat mixture in the large bowl and stir until the oats are evenly coated and there are no hidden pockets of syrup or dry ingredients in the bowl.
- Spread the granola mixture in an even layer on the prepared baking sheets. Bake the granola until toasted and golden brown, about 90 minutes, stirring and rotating the sheets every 30 minutes to ensure even baking.
- Remove from the oven and cool completely. Stir in the dry fruit. Serve or store in an airtight container for up to 3 weeks.
- You can substitute different dried fruits: mango, pineapple, cranberries, pear, or blueberries. Or different nuts: almonds, pecans, macadamia, or hazelnuts. Do not use quick oats.

Grandma Elsie's Caribbean Jerk Chicken

Ingredients:

- 2 tablespoons allspice berries
- 1 tablespoon thyme leaves
- 2 garlic cloves
- 1 small onion, chopped
- 2 Scotch bonnet or habanero chilies, halved, stems removed (*caution: these peppers are very hot, use to taste)
- 6 scallions, roughly chopped
- 1 tablespoon black peppercorns
- 3 tablespoons Grandma Elsie's Famous Spices (see page 4)
- 2 tablespoons soy sauce
- 2 tablespoons olive oil
- 1 tablespoon rum
- 1 tablespoon malt vinegar
- 1 teaspoon kosher salt
- 1 2-inch piece fresh ginger, thickly sliced
- Juice of two large limes (about 4 tablespoons)
- 6 large chicken legs (skin-on, leg and thigh attached)



Directions:

- Put allspice, thyme, garlic, onion, chilies, scallions, peppercorns, Grandma Elsie's spices plus soy sauce, olive oil, rum, malt vinegar, salt, fresh ginger and lime juice in a blender or food processor and puree into a marinade.
- Put chicken and marinade into two sealable plastic bags, pressing out excess air, then turn bags over several times to distribute marinade. Put bags of chicken in a shallow pan and marinate in refrigerator for at least six hours, preferably overnight, turning once or twice.
- Cook on outdoor grill, turning frequently, until internal temp reaches 160 degrees and outside is slightly charred.
- Alternatively, put chicken in a baking dish, add seasoning paste and coat chicken well, using a spoon. Cover and marinate in the refrigerator, for at least 6 hours, preferably overnight. Preheat oven to 350 degrees, letting chicken come to room temperature. Bake in oven at 350 degrees uncovered for one hour, until internal temp reaches 160 degrees. Then put dish under broiler for a couple of minutes to char chicken slightly.



Grandma Elsie's Butternut Squash Soup

Ingredients:

- 1 large organic butternut squash
- 2 cloves garlic, peeled and smashed
- 4 sage leaves
- 2 tablespoons butter
- 1 large yellow organic onion, roughly chopped (about 1 -1 1/2 cups)
- 4 cups vegetable or chicken stock or broth, preferably homemade
- 1 tablespoon apple cider vinegar
- 1 teaspoon Grandma Elsie's Famous Spices (see page 4)
- 1/8 teaspoon cayenne pepper
- 1/2 teaspoon kosher salt
- 1/8 teaspoon nutmeg
- Crème fraiche
- Chives, finely chopped





Directions:

- Preheat oven to 400 degrees. Cut butternut squash in half lengthwise. Scoop out seeds and fill the cavities with the garlic cloves and sage leaves. Place the two squash halves, cut side up, in an ovenproof dish. Add one-half inch of water to prevent the squash from burning or sticking to the dish. Bake for about 45 minutes, or until completely tender. Allow to cool. Discard the garlic and sage. Scoop out the cooked squash and set aside.
- Heat a large thick-bottomed pot on medium-high heat. Melt the butter in the pot. Add the onion, celery and carrot and sauté for 5 minutes or until softened, but not browned.
- Add the cooked butternut squash, stock, vinegar, Grandma Elsie's spices, cayenne pepper, salt and nutmeg. Bring to a boil, then reduce to a simmer. Cover and simmer for 30 minutes.
- Use an immersion blender to purée the soup or, alternatively, work in small batches and purée the soup in a standing blender.
- Serve in soup bowl and garnish with a dollop of crème fraiche and chopped chives.

Grandma Elsie's Apple Pancakes

Ingredients:

- 1/4 cup butter (1/2 stick), divided
- 4 eggs
- 1/4 teaspoon pure vanilla extract
- 3/4 cup all-purpose flour
- 3/4 cup milk
- 1/2 teaspoon salt
- 2 medium baking apples, peeled and thinly sliced
- 3 tablespoons Grandma Elsie's Famous Spices (see page 4)





Directions:

- Preheat oven to 400 degrees.
- Divide butter evenly between two 9-inch pie plates and put them in the oven to melt the butter. Rotate the pie plates until the butter coats the bottom and the sides. To make dividing the ingredients between the two plates easier, we use a 4-cup measuring cup as our mixing bowl. Beat eggs, pure vanilla extract, flour, milk and salt on medium speed for 1 minute.
- Toss the sliced apples with 2 tablespoons of Grandma Elsie's spices. Arrange ½ of the apples slices in each pan so they cover the bottom in pretty much a single layer. Pour half the egg mixture over the apple slices in each pan. Sprinkle the remaining Grandma Elsie's spices over the batter in each pan.
- Bake 20-25 minutes until puffed and golden brown. Serve right away, while still puffy, with warm syrup.

12 Tips to Communicate Better and Improve Business Results

In the spirit of Thanksgiving, we thought we'd conclude the recipe book with a recipe to help you improve communication. We hope it's helpful to you.

Whether you need to leverage new technology, engage employees or colleagues, to deliver better for customers, or just keep meeting your business goals, good communication is critical to any success strategy. Strong leader**communicators** know that when it's effective, communication does much more than make people feel good. It is directly linked to business results.

In fact, good communication is inextricably linked to strong leadership. It inspires employees to commit their best effort by helping them <u>understand the goals of the organization</u> and how their individual efforts contribute to overall success.

Here are twelve tried and true ideas for communication that drives results:

- 1. Don't settle for good...be great: Good communication gets the message out, great communication <u>connects the dots</u>. Whether it's in your detailed job description or not, your role is to connect the dots so others know what's possible and their role in making it happen.
- 2. Build trust and credibility: Be visible and approachable, engage others openly, fully and early on.
- 3. Context and relevance: Remember to provide <u>context</u> and make information relevant so your audiences understand how they fit in and what it means to them. Provide job-related information so those you work with have the essential information they need to do their job effectively and/or make the best decisions.
- 4. **Communicate with integrity:** Tell the truth always and without exception.



- 5. Match your words and actions: Talk is cheap...especially when it comes to leaders and their ability to build and maintain trust. Just ask anyone (especially employees). At the end of the day, it's actions and results that matter most.
- Make time to communicate and make the most of that time: Set up regular <u>face-to-face</u> (or voice-to-voice) communication opportunities.
- 7. Be brief and brilliant: Be ready to get your point across in 15 seconds or less. Grab attention from the start and convince your listener what's in it for them so they want to hear more.
- Remember the basics: <u>Who, what, where, when, why and</u> <u>how</u> (tip: adults usually start with the "what", then the "why").
- **9.** Use stories: The right anecdote can be worth a thousand theories or facts.
- 10. Check for understanding: Make sure your message is heard and really understood. Ask questions. Listen. Ask for a paraphrase.
- 11. Know your audience and what's important to them: <u>Understanding your audience</u> is key to moving employees to action; the more you know about them, the better you'll be able to persuade them.
- 12. Watch for information overload: These days, everyone's bombarded with so much information that it's hard to digest it all. Just because you say something doesn't mean others hear and understand you. And isn't that the whole point of communication to create shared understanding and drive people to action? (The answer is yes!)

Which of the 12 tips could have the greatest positive impact on how you communicate?

-David Grossman

About David's Latest Book: No Cape Needed

Leaders at all levels can make such a larger impact by simply embracing this critical fact: communicating effectively with your most important asset — your employees — is the key to success. In essence, it's like having a superpower. Better communication skills clearly translate to better leadership, allowing you to quickly transform your company, not to mention your relationships and your life.



Another little-known fact? Great

communication skills is a lot easier to attain than many leaders think. There is a clear path to becoming an inspiring leader and communicator; award-winning leadership expert and author, David Grossman, shows the way.

In No Cape Needed, Grossman shares years of insights as an executive coach and communications strategist to help all leaders see how communication is truly a superpower in today's business and financial environment. Through this engaging book, you'll find the simplest, smartest, fastest steps to improve how you communicate by leaps and bounds.

The book also features a foreword by John Greisch, former CEO, Hillrom Holdings, Inc. and leadership advice from senior-most leaders inside leading organizations, including: Aston Martin, The Boeing Company, Compassion International, Motel 6, Nationwide Insurance, Starbucks, and Starwood Hotels & Resorts Worldwide, Inc., to name a few.

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