



## CounterPoise Consulting, Inc.



"Should it be done?" was the question asked when deciding whether to start up the small service-related business, Counterpoise Consulting, Inc. With an answer of YES, Sherri Gregory began the journey. By implementing her background in training and facilitation a vision was formed and Counterpoise Consulting, Inc. began in 1996 and was incorporated in 1998.

Counterpoise Consulting, Inc., a Native American, 100 percent woman-owned and managed corporation, provides full service to a wide variety of clients which include a Fortune 500 company, Native American Councils, Federal, State and Local government agencies across the United States and is also a member of the development community. Counterpoise is located in Cheyenne, Wyoming with two satellite offices: one in Centennial, Wyoming and the other in Albuquerque, New Mexico. The company has two full-time employees and one part-time employee specializing in meeting facilitation, employee and human resource training and computer consulting. Counterpoise is certified as an [8a firm](#) through the [Small Business Administration](#) and as a [Disadvantaged Business Enterprise \(DBE\)](#) through the Department of Transportation. The owner and employees are actively involved in their communities and members of various local business organizations.

Sherri works closely with clients during the implementation of projects, ensuring that the project is viable, timely and within budget. Clients recognize the commitment in addressing individual needs, excellent follow-up and achieving results.

Being able to produce an outcome that is workable for the client and the client's organization is the strongest asset of Counterpoise Consulting. When Counterpoise is hired to work with an organization, usually the staff is at "the end of their rope and feeling frustrated". Management and employees feel like they are fumbling and not moving forward with the goals of their organization. Working with key individuals, Counterpoise will assess the situation and offer a workable plan to help get back on track. It is key to get buy-in from all individuals involved. Any success is a direct result of commitment to work through and implement a plan that is developed.

Counterpoise Consulting, Inc.'s facilitation expertise has been instrumental in working with government agencies involved in "heated" subject matters. These situations can be very tough especially in getting both sides (government and public) to talk and reach an agreement that is feasible. When hired to facilitate government/public meeting, Counterpoise is the neutral party. The goal is to get people to talk, put all issues on the table, and make sure all individuals are safe and treated with respect. Once people understand what needs to be done, they are more than willing to move ahead and work with the group to produce an outcome. It is a very satisfying experience when completing a contract and clients move ahead with a plan that is manageable for their organization.

Sherri has seen growth in the past and continues to see growth potential in the future. When asked if she'd do it all over again, the response is an overwhelming "YES". Counterpoise Consulting, Inc. can be contacted in the following ways: Email: [counterpoise@juno.com](mailto:counterpoise@juno.com); P.O. Box 21024, Cheyenne, Wyoming 82003; PHONE (307) 631-0025; FAX: (307) 638-6976. You may also visit the website at [WWW.Counterpoise.com](http://WWW.Counterpoise.com).