

# Ticket Shine is Crushing Their Growth Goals after working with GCE Strategic Consulting

## SITUATION

When Ticket Shine, Inc. approached GCE Strategic Consulting for help with finding the right integrator and to support their exceptional growth, the Ticket Shine team never realized how much they would come to rely on GCE. As a ticketing aggregator, Ticket Shine provides tickets to significant resellers in the U.S. and Canadian market such as StubHub, Vivid Seats, Ticket Network, SeatGeek, TicketCity and more. While Ticket Shine doesn't sell directly to the public, their dramatic growth rate was making it difficult for the Visionary to maintain stability in the health of the company and handle both the Integrator and Visionary role.

## THE RESULTS

“Since working with GCE and hiring our Integrator, we have had our best quarter, we have exceeded projections, we are crushing year-over-year growth.”

*Andrew Tomp, Founder, CEO, Visionary, Ticket Shine*

## CHALLENGE

Ticket Shine was having some growing pains as the company was seeing significant growth, and Andrew was struggling to do the role of the Integrator and Visionary.

As Andrew Tomp, Founder, CEO, and Visionary needed a partner in this process so that he could continue to focus on growing the business and making some crucial changes to the company.

There were two primary challenges that Ticket Shine had to get some immediate things under control and need a partner in hiring a qualified executive that could come in and take over the Integrator role.

## SOLUTION

As a company using EOS® – Entrepreneurial Operating System®, Andrew was familiar with the resources available on eosworldwide.com, and he started reaching out to the recruiters listed.

Ticket Shine agreed to have GCE's lead Integrator, Ken Paskins, do an initial evaluation and assessment of their current environment.

“When I first spoke to Andrew, I could see he had some issues that were affecting the health of his business. Not only did we determine that we should get search going immediately, but I came in as a short-term Fractional Integrator and helped course correct a few things immediately,” Said Ken Paskins.

## BENEFITS

Partnering with GCE allowed Tomp to streamline the hiring process. GCE helped Ticket Shine find an integrator much faster than they would on their own.

Tomp stated that although he has had great success with his business, he had never hired an executive level position before. Working with GCE helped keep the process moving, and walked with Tomp through every stage of the process to get the deal done.

Brining in Ken Paskins from GCE for the initial consult and then hiring the integrator through GCE was more cost effective and more efficient than using another traditional recruiting service.

## Working With GCE Strategic Consulting

Whether you need partial support or a full-time asset, [GCE Strategic Consulting](#) is your primary resource for individuals working within the Entrepreneurial Operating System (EOS). Our fractional Integrators and recruiters work with a variety of different business sizes and types to get you the support that you need to scale your business rapidly.

