



FOR IMMEDIATE RELEASE

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PathPoint Consulting to Develop Sales Coaching Capability Initiative for James Hardie

NORFOLK, Massachusetts – (Jan 15, 2005) – PathPoint Consulting, an organizational development and human resources consulting firm, announced today that James Hardie has selected PathPoint to design and deliver a sales coaching module as a part of the company's leadership development program for Emerging Markets.

In this assignment, PathPoint will build a sales competency model and design a two-day training program aimed at building sales managers' ability to coach and drive performance across their sales teams. In addition, PathPoint will build content for an upward feedback report for sales managers across emerging markets.

"We are excited to continue our work with James Hardie's emerging markets," says Van Latham, Ph.D., Practice Leader at PathPoint. "We look forward to working with the emerging markets leadership team to drive selling capability improvements across the entire team."

About James Hardie

In the mid 1980's James Hardie pioneered the development of fiber-cement technology and today the company is the world's leader in fiber-cement technology, products, and manufacturing processes. The company has manufacturing operations in the United States, Australia, New Zealand, the Philippines and Chile and is expanding into Asia markets. For further information, visit www.jameshardie.com.

About PathPoint Consulting Incorporated

PathPoint Consulting is a human resources firm specializing in the custom design of leadership and organizational development products, interventions, and solutions. PathPoint works with clients to deliver high-affinity people solutions that positively impact business performance. Our strength is in linking business and human resources strategy and in the delivery of quality human resources programs. For additional information, including representative work, client portfolio, customer feedback, and biographical sketches, visit www.pathpointconsulting.com.

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