

Blueprint for Success - An Operating System for Business

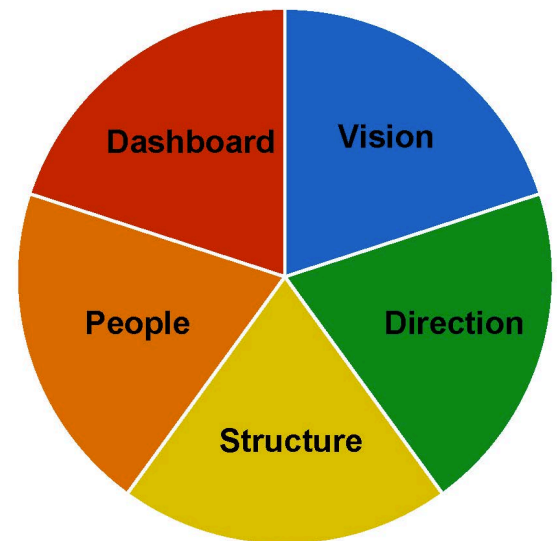
Concord Consulting has developed a system...a 'blueprint' that helps business leaders focus on five key areas of focus in order to manage & grow their business. This module-based approach, creates a multi step process and provides participants with a graduate level of education to create a more profitable, sustainable and healthy business.

This intensive process of five (8) hour in person training modules provides a combination of learning how to leverage proprietary tools, receive a unique education experience and skill development to achieve the following outcomes for each module:

Module #1 - Vision:

- Learn a process to facilitate the strategic planning process.
- Understand the key aspects of identifying a process to chart your business Mission, Purpose, Values, Focus & Niche.
- Learn how to create "Action Plans" to ensure the planning process is deployed.

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Module #2 - Direction:

- Learn how to create an effective goal setting process.
- Create a 5 year enterprise plan, 3 year strategic plan and a 1 year business plan.
- Develop skills to uncover issues, obstacles & challenges your business currently encountering.
- Understand strategies to identify, address & reduce organizational obstacles.

Module #3 - Structure:

- Learn how to "audit" your current organizational structure.
- Develop skills to build a structure to reduce "today's" problems and prepare for "tomorrow's" growth.
- Learn how to create Job Descriptions to reflect the organization's roles & responsibilities in the organizational structure.

Module #4 - People:

- Understand the unique insights into people and high performance that are missing from most hiring and management practices.
- Discover how increasing responsibility affects the behavioral requirement for every position in your organization and learn how to compare candidates for a “traits fit” evaluation.
- More objectively and comprehensively understand individual’s strengths, weaknesses, and motivational needs in relation to specific positions.
- Understand and interpret an individual’s traits profile to more accurately and confidently predict their on-the-job performance and potential.
- Learn what management tactics will have the greatest impact upon performance with different personality styles for communication, employee motivation, employee coaching, and performance management.
- Learn about your own style, how you affect other people, and how to maximize your talents & abilities.
- Learn an effective performance management system to manage employees more effectively.
- Develop strategies to create Development Plans to assist employees to increase their contribution to the business.

Module #5 - Dashboard:

- Learn how to create a performance Dashboard for your business.
- Develop skills to understand critical lead & lag indicators that reflect performance.
- Learn how to analyze performance metrics and make course connections with managers.
- Learn the keys to effective goal setting.

Learning Outcomes:

- Learn graduate level insights to grow your business.
- Clear understanding of how personality impacts performance.
- Create an annual strategic planning process.
- Goal setting to improve current & future performance.
- Develop the appropriate organizational structure for your business.
- Measurable performance in a structured system.

Fees/Expenses:

The fee for the 5 modules (40 hours of training time), including a comprehensive manual for the use during the modules and reference after is \$4,950 per person (minimum 3 participants). Participants will receive a Certificate of Completion to acknowledge completion of the program.