

WHY US?

We are experienced and passionate about helping businesses and business leaders achieve more of what matters most, more consistently, and moving the numbers.

We help build organizational and personal accountability, execution and commitment to the strategy and key goals... Starting with the top of the organization. You!

- » We help businesses create lasting sustainable, positive change and improved results
- » We have success running small and large businesses, and functional expertise in areas like sales, marketing, distribution and channel management
- » We have developed and successfully implemented small and large change initiatives
- » We know the challenges businesses face achieving goals and have the training and proven results to help
- » We have world class training in what makes the best workplaces
- » We create lasting changes so businesses execute better on the most important goals, producing improved results and greater success

WE CAN HELP YOU

Increase sales and profits

Achieve your goals more consistently

Be more successful

Become a better leader

Increase someone's promotability

Improve teamwork, productivity and morale

Leverage individual strengths

Increase employee passion, commitment and performance

Improve decision making

Implement change successfully

Eliminate procrastination

Ramp up a new executive or yourself quickly

Increase trust



DID YOU KNOW

2.5 MILLION SURVEYED SAID THAT:

- » 22% of workers are focused on organizational goals
- » 9% of work teams have clear, measurable goals
- » 10% of individuals have clear, measurable, deadline-driven goals
- » 22% of employees clearly understand the company strategy and goals
- » 23% say the company strategy and goals are clearly understood by all

DID YOU ALSO KNOW THAT:

- » 2/3 of all change initiatives fail
- » 71% of employees are not engaged or actively disengaged

These situations are where we make the biggest **IMPACT!**

“Growth and change is tough, and few business leaders are truly committed to it. It requires a trusted advisor acting as your “personal business guide and trainer” helping you plot and stay the course. That’s where we come in. Most advisors stop at setting the direction and the actions to get there. Unfortunately, most often, so does the growth. We don’t leave, ensuring you “work the plan”, overcome the obstacles, and implement the behaviors needed to successfully reach your desired destination.”

OUR PROCESS

1) INVESTIGATE MUTUAL FIT

- » Your challenges and opportunities
 - » Barriers to progress
 - » Costs of status quo
 - » Commitment to change
- » Specific goals and timelines

2) IF A GOOD MUTUAL FIT

- » Diagnose, investigate, assess
- » Report and propose customized plan
 - » Execute on proposal

3) ONGOING COACHING (INDIVIDUAL AND TEAMS)

- » Ongoing feedback and accountability
- » Ongoing progress update and action sessions

4) MEASURE PROGRESS

5) CELEBRATE SUCCESS!

TESTIMONIALS

“Provides the voice of reality that as a CEO you don’t always hear from others. Identifies the issues that most significantly impact your business, or yourself, and condenses them into concrete, actionable steps.”

- **Bob Froese**, CEO The Brainstorm Group

“Mike has coached me through several challenging situations. He has sat in the CEO chair himself, has been very successful at it, and knows what questions to ask other CEOs. I recommend him unequivocally to fellow CEOs - whether you’re new in the role or think you’re already seasoned.”

- **Richard Willingham**, CEO Motum B2B

“...Great facilitation skills, reliability and 100% follow through on promises.”

- **Karen Richardson**, President Freeze-Dry Foods

“...Better work/life balance; leading the corporate organization effectively and having a ‘life’ at the same time.”

- **Philomena Comerford**, President and CEO Baird MacGregor Insurance Brokers

“I have had more than 20 business interactions with Mike over the past 2 years, and have always found Mike to be professional, energetic, well prepared, and focused on adding value to the meeting. He engages well, and always asks the penetrating questions that draw insight and are goals-oriented. He is a pleasure to work with.”

- **Bruce McAlpine**, President Fulcrum Search Science

“Mike has been an excellent source of business expertise, business resources, and business coaching. He is very gifted at facilitating creative thought and dialog about a wide variety of business challenges.”

- **Steve Martin**, President TAC Controls and Automation



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