



Presents

2021 Workshop Series

Each workshop will be from 8:30-10:00 AM

Via Zoom

□ April 6th: Strategic Planning for the Post Covid-19 World

It is crucial to refresh your business ideas and goals each year, this year especially. A lot has changed this past year with the global pandemic, and although the effects it has had on businesses will continue to plague us for some time, it has also allowed those who are willing to make bold moves to seize new opportunities.

This workshop is recommended to all business owners who want to continue moving forward with their business and make solid progress toward their goals. We will present a framework that has been distilled down from Fortune 1000 companies to a model that works for the privately-owned business and has been proven successful for hundreds of companies.

□ April 20th: Did 2020 Cause You to Re-evaluate your Retirement Plan?

Succession Planning is often viewed as a distant task that can be put off until later, but Covid-19 has intensified the sense of urgency among business leaders without a plan to create one. Succession plans are not a one-size-fits-all effort and many leaders have no idea where to start.

Whether you're leaving your business to family members, selling it to fund your retirement, or to finance a new venture, the lack of a succession plan will negatively impact the valuation of your firm. This workshop breaks down what "Corporate America" has been doing for years into doable steps for the private business owner to get their business ready for massive growth, autonomous operation, or sale.

□ May 4th: Increasing Sales through Uncertain Times

As companies continue to deal with unprecedented uncertainty, it's crucial that leaders figure out how to protect and increase revenues—rather than default to containing or cutting costs. Inevitably, the economy will eventually rebound and the ability to turn this crisis into an opportunity will separate the leaders from the pack. This workshop will guide business owners through the steps needed to lead sales, and their companies through these turbulent times.

□ May 18th: Solidifying Your Growth in 2021

2020 has forced business owners to not only lead their team during uncertainty but maintain and continue growth post Covid. It is more important to know what you can control and what you cannot, to align your company and team with key goals and a shared purpose and vision of what you want the company to be, and trusting your team to help your company get there. This workshop will present the best ways to continue building a thriving company in uncertain times and show you a simple, effective way to grow your profits by looking at 5 key areas in your business.

RSVP your attendance for each and/or all of the workshops above by checking the appropriate boxes. Email your RSVP to info@slatebeltchamber.org

Company: _____

Name: _____

Contact Email & Phone #: _____

A zoom link inviting you to participate will be emailed to you.

Workshop Presented by Bill Skinner

