

Success shared is success squared. Refer your favorite people to me and earn credit toward your own program. \$100 per referral and \$500 per each referral who joins the program. We'll both thank you for the chance to change lives for the better. See below for how:

Things to look for:

- Want to grow their business.
- Want to grow sales.
- Managing through change or transition.
- Dissatisfied with current situation.
- Sales or profits declining.
- Problems with leadership or teamwork.
- Employee morale is declining.
- Succession planning issues.
- Owner wants to sell business or retire.
- Owner's life is consumed by work.
- Wishes to reduce waste.
- Is challenged by regulations.
- Business processes take too long or competitor's are shorter.

Things to listen for:

- We always have too much to do.
- We can't get out of our own way.
- This business isn't fun anymore.
- All I do is work, I have no life.
- My employees are unhappy / scared.
- I want to do better, but don't know how.
- Our productivity is declining.
- Our sales are declining.
- Our accounts receivables are too old.
- I would like to sell this business, but...
- I wish I had a plan for the future.
- I can't motivate my employees.
- Not everyone knows our company culture.

Conversation Starters:

- Is your business where you want it to be?
- What's holding you and your business back from better results?
- Do you have a plan for sustainability?
- Do you have a plan for diversifying and expanding the talent in your business?

What to Say:

I know a business consultant and coach who helps people and organizations plan and achieve better results with their strategy, their people and their processes. Would you be open to meeting with Adam?

Achieve More! Work Less! Celebrate Often!



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When you look back on your success you realize that it often has been little bits that you didn't anticipate and were contributed by the members of the team you had the foresight to assemble and work hard with to get that success. It's clear to you that without those little bits, you would not have been successful or had the impact that you've had. You're the best at what you do. Still, you know that nothing great gets done by one alone. You know that you have to rely on a great teammate.

I want to be that teammate for your next success. Let's have a conversation about why the best thing for you is me. What I've learned in three decades in business is what it takes to be successful...and more importantly, how to ensure it can happen for you. The folks I've helped make millions will tell you that I was that teammate for them. That, besides the best in professional performance development, I brought whatever differentiating little bit was needed to complete the success of the mission, product or project. Sometimes it was sales or marketing savvy. Sometimes it was systems thinking and the kind of strategy that avoids unintended consequences and delivers superlative results. Sometimes it was subject matter expertise in exactly what technology and people could do to always complete the right thing, in the right ways, at the right time, with the right people and for the right reasons.



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904-GET-GOAL



Why I Do What I Do:

The full measure of a man is not to be found in the man himself, but in the colors and textures that come alive in others because of him.

- Albert Schweitzer



The Best Thing for You...

... is me.

Only about one in every two dozen people I meet are really willing to do what it takes to get from good to great in what they do. I work with these folks, who, like me, are convinced that their success will make the world a better place. Together we uncover the hidden waste and real value in their business, get unstuck and ensure they achieve more, work less and celebrate often.

Our proven approach develops and aligns strategic thinking and business processes, while simultaneously developing and engaging people at every level.

Turn the page to learn how I can help you or the smartest business or association people you know

Applied Executive
Brilliance in the Style of
the Intrepid Sea Captain™

I've achieved and so
believe that you'll retrieve
Success!

