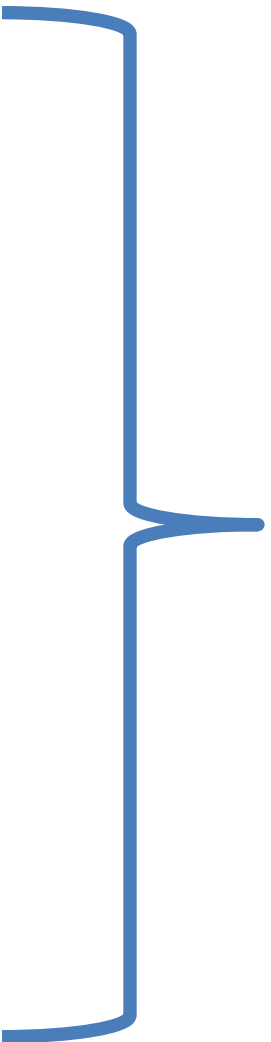


# Welcome

**O**  
**I**  
**L**  
&  
**G**  
**A**  
**\$**



**= more than just \$**

# Welcome

**O**rganize your people, documents, etc.

**I**nform yourself, your people & others

**L**ead yourself, your people & others

&

**G**row your businesses

**A**dvance your causes

**\$**ucceed financially and socially

# Four Programs for Doing Better Business

- 1. Start-ups and expansions
- 2. Entrepreneur transitions
- 3. Customers' success
- 4. Leadership development

# Four Programs for Doing Better Business

- 1. Start-ups and expansions – planning to succeed
  - 2. Entrepreneur transitions – development of new management talent or plan for their succession
  - 3. Customers' success – strengthening business-to-business relationships
  - 4. Leadership development – developing communication & project management skills
- (programs from Toastmasters International)

# The ????? Seminar Agenda

1.Registration

2.Welcome orientation

3.The importance of realistic planning

4.\_\_\_\_\_

5.\_\_\_\_\_

6.\_\_\_\_\_

7.\_\_\_\_\_

\_. Closing remarks and orientation for after the break

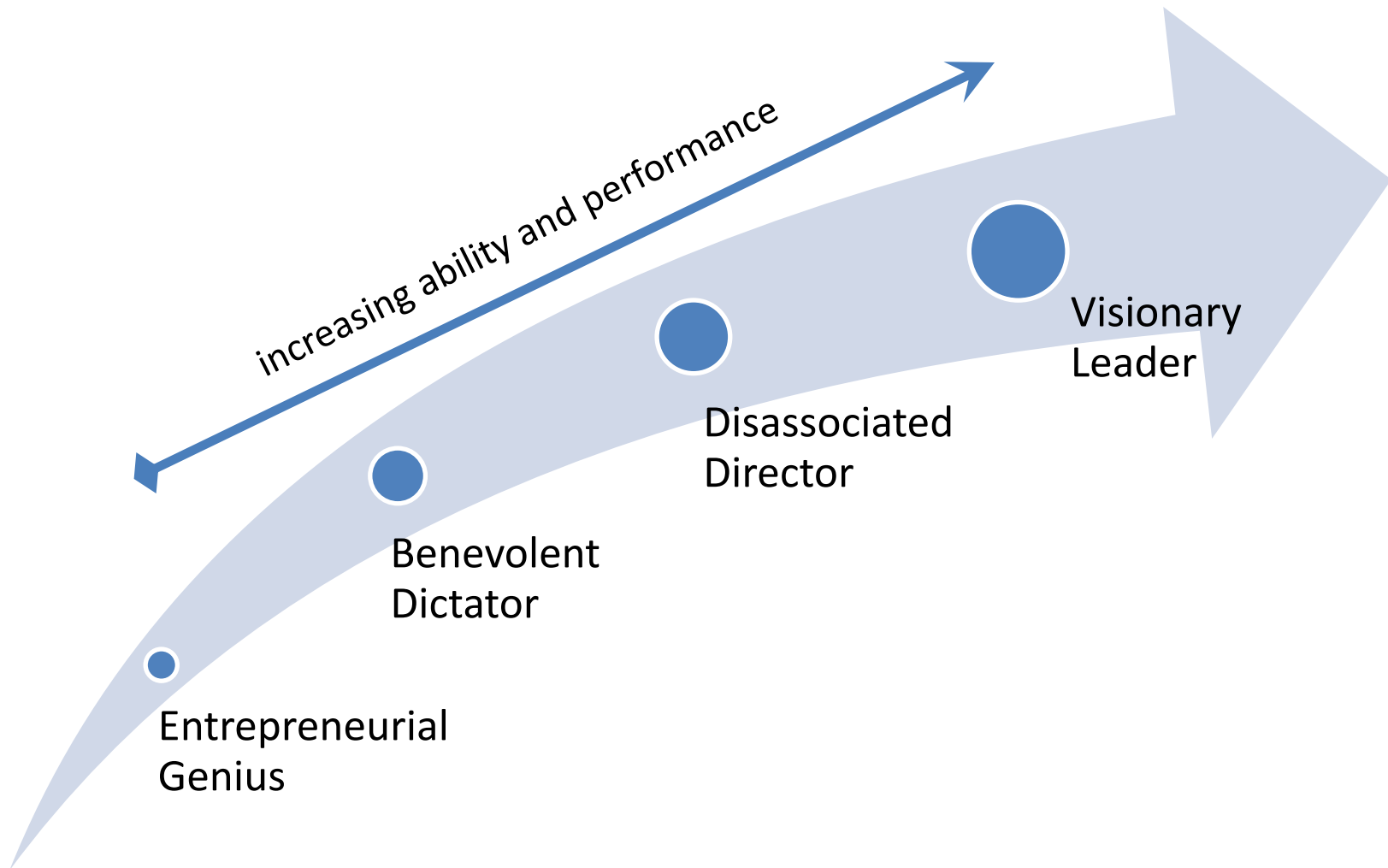
\_. Break for lunch or refreshments

\_. Introductions of commercial lenders

\_. Q&A with the commercial loan officers

\_. Introduction of private equity/venture capital as a financing options

# Grow Your Organization & Success



# Adding to Your Customers' Success

- Know your products/services
- Know your clients & prospects needs
- Know how to contribute to your clients & prospects business growth so they will need your products & services more often

# Leadership Development

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Item: 262

This five-project program offers instruction and practice in such vital leadership skills and activities as developing a mission and vision, goal-setting and planning, identifying values and building a team.

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Learn about Toastmasters International's [educational system](#) and how the High Performance Leadership manual fits into it.

**Product Weight:** 1.0000 lbs  
**Member Price:** \$14.00

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High Performance Leadership  
A Toastmasters International  
Leadership Development Program

[www.toastmasters.org](http://www.toastmasters.org)

# What do you need to grow your business?

ask your Chamber for a training event

&/or

email [john@profitableunderwriting.com](mailto:john@profitableunderwriting.com) for advice

We are here to help. Let's talk soon.

Thank you. Are there any questions?