

Management Development Seminars

Skills to develop more effective managers sooner

Seminar Leader

Rick Wallace is a successful businessman with over thirty years experience. He has held management positions in sales, sales management, corporate training, product management and marketing at 2 Fortune 1000 Companies: Burroughs Corporation (now Unisys) and Standard Register Company. He was also a member of the Executive Management Team that built a Western New York based company, International Imaging Inc. (IIMAK) from a sixty million dollar domestic company into a global company whose revenues almost doubled. Rick has experienced success and some failure, able to leave the corporate world with a wealth of experience and learning he now shares with others.

Taking Your Business to the Next Level

9 Lies that are Holding Your Business Back

Purpose:

Dispel the most common (and often fatal) myths in business with truths and proven processes to help build sustainable, profitable growth.

Who benefits by attending:

CEOs, business owners, top level executives – any organization that needs someone to apply discipline, direction and creativity.

Participants will learn to:

- ❑ Increase sales and profits to ensure business, personal and family goals come true
- ❑ Create a successful business strategy to provide a solid platform for continued growth
- ❑ Build and retain a loyal base of profitable customers
- ❑ Develop a measurable and effective marketing program to keep a business growing
- ❑ Assemble a top level and trusted team for future success
- ❑ Stop spending valuable time on reactive, meaningless tasks
- ❑ Free up time to enjoy life, and once again love going to their business every day

Feel that your business is working for you instead of you working for your business!