



Interactive Business Workshops for Entrepreneurs and Business Leaders

We Will Custom Build an Event for You Using One or a Series of Our Workshops

Leadas Business Advisors will conduct leadership facilitation and business building workshops at a location of your choice. Your organization, group or company can use these events as opportunities to educate your members and enhance their skills in the areas outlined below. The process is simple and streamlined for efficiency and effectiveness to yield positive results for the participants.

These **interactive workshops** are facilitated by a Leadas consultant who will draw on our collective expertise helping hundreds of small to medium-sized companies achieve greater levels of success.

1. 3 Keys to Leadership

- Learn the 3 dimensions to develop to grow into a leader – for your business, community, and beyond
- Define your vision across the appropriate dimensions
- Build skills to attract the necessary resources
- Identify what's in your blind spot

2. The Role of the CEO

- Learn the most important areas of responsibility
- Build ongoing growth and success into the fabric of the organization
- Understand which hats to wear and when
- Learn to add value through inspiration instead of perspiration

3. How to Create a Business Plan

- Define your goals, products and services
- Establish a marketing plan for your business
- Forecast your financials for successful 1-3 year planning
- Launch your business or take it to the next level

4. Sales, Advertising and Your Marketing Campaign

- De-mystify the selling process with proven methods for success
- Stop wasting big bucks on advertising that doesn't work
- Implement marketing strategies like professionals at less cost
- Build a marketing campaign that works and is in sync with your business plan

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5. Building and Leading Your Team to Success

- Understand how your TEAM is absolutely critical to your success
- Create a TEAM motivated with entrepreneurial incentives
- Implement powerful tools to develop and empower your TEAM
- Learn how the power of leadership and successful communication make the difference

6. Setting the Compass for Your Business

- Decide where you want to take your business in the next 5 years
- Learn how to get you and your team through the 6 stages of growth
- Discover the secrets of becoming a more effective leader
- Understand what successful business owners have in common and how to get it

7. The CFO Hat - Accounting and Finance for the Entrepreneur

- How knowledge and financial reporting keeps you focused on results
- Understanding the P & L, Balance Sheet and Cash Flow statements
- Forecasting for really successful 1-3 year planning
- Knowing what to look for and on what schedule to achieve success

8. Three Steps to Increased Profitability

- Build in proven methods that dramatically improve your bottom line
- Implement practical strategies that significantly increase ROI
- Learn hundreds of simple easy-to-apply sales and marketing techniques
- Build a marketing campaign that works and is aligned with your business plan

9. Leveraging Your Business

- Learn techniques to leverage through people and systems
- Reclaim your life by leveraging your time through simple 'get it done' techniques
- Teach your team how to leverage through marketing and finance
- How to use the various methods through practical exercises

10. The Time Management Myth

- Understand where you're spending your time and how to get more results
- Learn the single most powerful tool in freeing your time
- Practice a brainstorming technique based on brain function
- Gain simple tips and tricks that will shift your day from reactive to proactive

*Build a customized workshop for your group or organization.
Contact us TODAY!*