

FOCUSED Forums For Business Owners

COURSE DESCRIPTION

Owning a business can be as rewarding as it is challenging. A confidential, professionally facilitated peer group affords business owners the opportunity for high level discussion, brain storming and problem solving with other non-competing business owners.

During monthly Forums, business owners learn new ways to work through the more complex issues like strengthening and sustaining the business' infrastructure, making better, less reactive decisions, and reducing the reliance on them so the company can grow.

Arming the business owner with new and creative methods and tools will help them achieve greater and more positive outcomes; re-establish goals, expectations and direction; strengthen infrastructure and company culture; improve internal communication and morale; and be ready for new opportunities as they develop.

LEARNING OBJECTIVES

With the completion of forum sessions, members will be able to:

- Demonstrate confidence in decisions regarding key initiatives, business and financial planning, and employee performance issues.
- Challenge themselves to be fit and healthy, continue learning and adding value in their companies.
- Inspire employee leadership and development to enhance individual and overall company performance.
- Respond more quickly in adjusting infrastructure to support expansion programs, new initiatives, or changes in profitability.
- Re-establish mission, vision and core values, and strengthen company culture.
- Encourage open communication by asking more questions.
- Retire "loyal" employees, and support talent planning for succession.
- Advocate efforts for new and organic business.

DURATION

FOCUSED Forums for Business Owners is an ongoing program that meets for one-half day per month, plus special speaker sessions and retreats.

As part of the Forum, we also provide 1:1 coaching and mentoring to members on an as needed basis.

TARGET AUDIENCE

FOCUSED Forums for Business Owners is recommended for family and non-family business members who have ownership in the company, ultimate responsibility of day-to-day operations, and have at least one level of management in the company, other than themselves.

Member companies represent non-competing businesses from most major industries.

GROUP SIZE

We facilitate FOCUSED Forums for Business Owners in groups starting at 6 to as many as 10 participants.

KEY OUTCOMES

- Increased confidence.
- Increased leadership and decision making skills.
- Improved personal and company performance.

WHAT CLIENTS ARE SAYING

The Focused Forum has helped me develop my executive skill set and even more importantly has helped ETI become a better company. In addition to skills building, the group provides a trusted sounding board in a collaborative environment that is supportive and constructive. The challenges of running and growing a small business can be overwhelming. The resources made available through the group help its members face these challenges with greater confidence and resilience. –Gary M. Reggiani, President, ETI

FOCUSED Forums has given me a new vision and direction for my company. The group lets me grow and challenge myself through the exchange of ideas that cannot be learned from reading a book or attending a class.