

# WORK ON YOUR BUSINESS NOT IN YOUR BUSINESS

## PUT THE JOY BACK IN YOUR BUSINESS



Engulfed in the day-to-day details of running a business, most entrepreneurs think of themselves as being **IN** business. It turns out in many cases, however, that ***the business is running them***. As with personal challenges in growth and development, our businesses experience challenges in growth and development. Most businesses reach a certain level and then stagnate. This is usually because the business owner has been on the “treadmill” of working **IN** the business rather than **ON** the business. **Lee Thomas, DMD** shares practical methodologies and best business practices which provide attendees with the knowledge required to **get off of the “treadmill”** and **create intrinsic value** in their businesses.

Suggested Audience: Business Owners, Management & Team  
Suggested Format: Full- or Half-Day Lecture and/or Workshop; Keynote

### Choose from the following segments to customize a presentation for your group

#### **Rx Effective Delegation Skills**

Practical methods for leveraging time to increase efficiency and effectiveness while significantly increasing productivity in the business.

#### **Rx How to Hire, Motivate, and Dismiss Employees**

Correct principles and effective, modern, techniques are presented for having happy, productive, and responsible employees (associates/virtual partners).

#### **Rx Know Your Numbers for Business Success**

Well beyond Key Performance Indicators (KPI), learn the metrics needed to measure marketing, sales, personnel, financials, and time management and how to utilize them for business success.

#### **Rx Rapid Results Sales Process**

Learn the simple, straightforward, effective Rapid Results Sales Process which leverages the power of Customer Relationship Management (CRM) systems.

#### **Rx Business Plans Don't Work - Learn What Does**

Examine why business plans do not work and learn what does and why. This is especially valuable for those “going into business” as well as those who have not looked at their business plan recently.

#### **Rx Effective Communication and Relationship Building**

Essential principles and techniques for creating high quality relationships and effective communication.



***Mix and match from the above segments to create:***

**Single- or multi-segment session (up to 3 hours) | Full day presentation – all segments (up to 6 hours)**