



OUR AUDIENCE:

Our presentations and workshop series are geared towards those who are responsible for the strategic operations and growth of privately owned companies:

- Business Owners / CEOs
- Leadership Teams / Executive Management

OUR SPEAKERS / PRESENTERS:

All of our speakers and presenters draw upon decades of personal experience as owners, entrepreneurs, CEOs, Exit Strategy Planners, Business Advisors, EOS® Facilitators and Certified Value Builder™ Coaches, making each presentation real and impactful.

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Presentations & Workshops

The Freedom Workshop

You started your business for the freedom that comes with running your own company. The challenge is that for many business owners, the dream remains elusive. In fact, you may feel trapped in your business! The Freedom Workshop is an interactive, sleeves-rolled-up session, dedicated to increasing the value of your company and getting you back on track to gaining the freedom you deserve as a business owner.

Leveraging 8 Key Drivers to Optimize YOUR Business Value

If you're like a lot of entrepreneurs, you use your Profit & Loss (P&L) statement as your report card at the end of the year. More than 20,000 entrepreneurs have used The Value Builder System™ to fetch up to three times more than the average price for companies in their industry. Whether you want to sell your business – or just know that you could – you'll learn the eight things that drive the value of your company and suggestions on how to dramatically increase the value of your business.

Strategic Execution Incorporating EOS®, It's About Getting Results

For strategy to be of value it must be translated into real-world execution and concrete results. History tells us poor execution is the reason for business failure or stagnation. It is as simple as that. The purpose of the presentation is to demonstrate to owners and their leadership teams how to turn their vision into executable strategy and complex problems into simple solutions.

Creating a More Valuable View of Your Business

To create a more valuable business, owners need to generate returns that are recurring, while minimizing the risk of achieving those returns. This presentation demonstrates how any owner can leverage their business through the two "buckets" (performance and multiple), the drivers that create value in both buckets, and the multiplier effect when owners optimize both.

Building Strong Leadership Teams

Strong leadership with clear communication paves the way for growing organizations. As founder of six businesses, Steve Wilcox has experienced first-hand the challenges of building, funding, managing, growing, systematizing, and selling businesses. It's this personal body of experience he draws upon that makes this presentation relevant and impactful.

Formal Systems to Manage Informal Behavior

Why are some organizations loosely structured, spontaneous and flexible while others require a formal system just to produce the goods and keep the peace? As managers and leaders we all struggle with that balance between informal behavior and well-defined structure. In this presentation, Terri Wilcox demonstrates how your organizational structure can help or hinder success.

Work Ethic

Why do some individuals work hard and are committed to excellence while others don't know where to begin? As owners, leaders and managers we EXPECT our people to work hard and perform at an independent level. So why is it that we seem to be disappointed so often? Terri Wilcox takes a closer look at work ethic, the latest research, and explores ideas on how to apply this concept today.

Negotiating Styles

There are plenty of opportunities in today's world to negotiate...dealing with customers, selling an idea to your team, or working through an issue. As Dr. Chester Karrass puts it, "In business you don't get what you deserve, you get what you negotiate." In this presentation/facilitated discussion, Terri Wilcox covers the art and science of negotiation.

And More On:

SUCCESSION PLANNING
BUSINESS DEVELOPMENT
PEOPLE STRATEGIES
LEADERSHIP DEVELOPMENT