

# PREPARE TO DOMINATE YOUR INDUSTRY

Put your business on the road to growth



**Scaling Up Business Growth Workshop** > Take your leadership team and your business higher

**Tuesday, April 12, 2016**

**Compass Point Consulting/  
Concannon Miller Co**

1525 Valley Center Parkway, Suite 300  
Bethlehem, PA 18017

*Scaling Up is very applicable, even if you have a small, but fast growing company. This year we will be growing from 1 to 6 countries with about 25 staff which would not have happened without your book. It's like Hogwarts school for entrepreneurs (which makes Verne professor Dumbledore!). The thing I like most about it is that it helps the 'geek' generation learn about strategy and execution quickly and clearly. Scaling Up has been an indispensable help for us, thanks a lot for that.*



**GERBEN NIJMEIJER**  
CEO, Wazzup

## Scaling Up Business Growth Workshop

Discover how to Scale Up your business with the **Rockefeller Habits™ 2.0**.

The world-renowned **Scaling Up Business Growth Workshop** has empowered more than 20,000 executives and their leadership teams with proven tools and strategies to scale up smarter:

### ALIGN

Get faster results with less effort by developing organizational clarity and accountability.

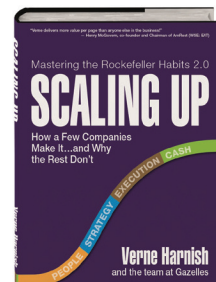
### ACCELERATE

Develop a strategic advantage over your competitors and position your brand as a market leader.

### ADVANCE

See your company's reputation and revenues soar as employees fulfill 100% of all promises.

All workshop participants will receive a FREE copy of **Scaling Up**



Register now to design your roadmap for business growth  
<http://ScalingUp.cvent.com/Bethlehem>

# Bust through the barriers to scaling up

## Accelerate profitable growth for your business using the Rockefeller Habits™ 2.0

Every business leader faces four critical decisions. Make the most of yours.

Empower your leadership team to:

### Attract and keep the right PEOPLE

- Become a magnet for A Players who are dedicated to your goals
- Increase accountability and results

### Create a truly differentiated STRATEGY

- Clarify your core values
- Discover your SWOTs and trends
- Determine your 3-5 year key strategies to catapult growth

### Drive flawless EXECUTION

- Learn and apply the Rockefeller Habits™ 2.0
- Create a culture of accountability
- Fine-tune processes to run without drama

### Have plenty of CASH to weather the storms

- Accelerate cash flow to fuel your evolution
- Improve your sales cycle and make sure you are never short on cash

Presented by

### TOM GARRITY

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[www.compasspt.com](http://www.compasspt.com)



Tom Garrity is the managing partner of Compass Point Consulting, LLC. He is a family business strategist specializing in growth and transition strategies. He helps business leaders better accelerate growth, get everyone on the same page, and develop talent to drive performance and ensure the legacy of the business. Services include organizational

development, strategic planning, and succession/transition planning. He also has extensive experience in meeting facilitation and board talent assessment and recruitment. He started the company in 2003.

Tom began his career with a family business that grew from \$20,000,000 to well north of \$200,000,000 during his 11 year tenure, where he was responsible for building out the east coast distribution network, and then latter as a territory sales manager. He moved on to become the president and CEO of two different privately held manufacturing companies, and has core competencies in start-up, business development, executive management, finance, government contracting, and family business governance. His customers know him for asking the right questions and listening; creating predictable and profitable growth plans with built-in accountability for results; and helping owners achieve personal financial security.

## REGISTER TODAY

<http://ScalingUp.cvent.com/Bethlehem>

### When & Where

Tuesday, April 12, 2016

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## Bring your LEADERSHIP TEAMS!

### Your Investment

**\$395** > 5+ Attendees/per person

**\$495** > 3-4 Attendees/per person

**\$595** > 1-2 Attendees/per person

### Your Time

Doors open 8:30 a.m. Workshop from 9:00 a.m. to 4:00 p.m. Lunch provided.

### Workshop Questions

For details, contact **Tom Garrity**  
610-533-4652  
[tgarrity@compasspt.com](mailto:tgarrity@compasspt.com)

For additional Scaling Up Workshop dates, visit:  
[http://gazelles.com/mrh\\_workshops.html](http://gazelles.com/mrh_workshops.html)

May be eligible for Continuing Education credits depending on individual professions.

*"The strategic planning workshop went really well, and we accomplished a lot as a team. The workshop was insightful. The use of simple thinking tools helped us dig deep into our company's needs. Strong direction and purpose with tangible results. The process was great. Especially at the end when everything fell into place. Tom Garrity quickly and adeptly got a grasp on our business situation/model. This brought virtually instant credibility to the process."*

### FULTON BROWN

President, NE Regional Development, Inc



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