



Gazelles
INTERNATIONAL COACHES

Remove the barriers to **BUSINESS GROWTH**

SCALE UP LIKE YOU MEAN IT

Scaling Up Business Growth Workshop

Take your leadership team and your business higher

Wednesday, Nov. 2, 2016

The Hotel at Kirkwood Center
7725 Kirkwood Boulevard SW
Cedar Rapids, IA 52404

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

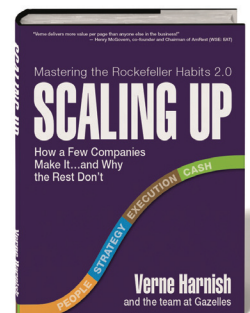
See your company's reputation and revenues soar as employees fulfill 100% of all promises.

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

Who Should Attend?

This workshop is open to all those interested in amplifying their success and scaling up their businesses via a proven course trajectory. We welcome lifelong learners and those hungry for best practices and cutting-edge thought leadership. We welcome leaders who want to develop their team—and know they can't do it alone – and are willing to invest in an outside resource for help. To maximize results and return on investment, we encourage leaders and senior teams to attend together.

Led by Gazelles International Certified Coaches™, this workshop introduces attendees to the power of the Four Decision framework. Please reach out to us if you have any questions regarding our process or are interested in exploring a coaching relationship.



“Learning and implementing the Rockefeller Habits with Gazelles International tools into Taurus Group has made a huge difference in the clarity of direction, focus on the right priorities, improved communication within the business and faster execution. This has resulted in strong revenue growth, stronger cash flow and a very large improvement in net profit. I consider this a must for any leadership team looking to grow its business.”

E. WAYNE BAILEY
Director, Taurus Group Limited,
New Zealand



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

What you'll learn in the workshop:

In just one day, you will learn how to accelerate profitable growth leveraging the Rockefeller Habits 2.0 best practices through engaging lectures, videos, hands-on exercises, group discussions, and coach demonstrations. We will focus on the four critical decisions that all businesses face:

Attract and keep the right PEOPLE

- Become a magnet for A Players
- Align your team around core values
- Increase accountability and results

Create a truly differentiated STRATEGY

- Clarify your brand promise
- Discover your SWOTs and trends
- Determine your 3-5 year key strategies

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

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

Course Materials

- Detailed workbook with information and examples of the concepts presented
- Book: *Scaling Up*, written by Verne Harnish
- Four Decisions™ One Page Strategic Plan™ and other actionable tools to help grow your business

Presented by

DOUGLAS WICK

319-393-2565 | dwick@positioningsystems.com
Positioningsystems.com



Doug Wick is a certified Gazelles Coach, 16 years of coaching experience, including 9 years as a Senior E-Myth Consultant. Doug coaches his clients on how to develop Strategic Discipline. Strategic Discipline provides a cadence of accountability aligning an organization from top to bottom to consistently achieve its quarterly and annual

priorities. Doug works with midsize business owner/CEO with a ravenous appetite to improve their leadership skills and business results. Positioning Systems unrelenting personal commitment and dynamic best practice tools enhance management proficiency to produce measurable performance.

POSITIONING SYSTEMS BRAND PROMISE – Strategic Discipline

#1 Priority: Determine your #1 Priority and achieve measurable progress in 90 days to accomplish it, subsequently repeat this every 90 days.

#2 Meetings: Establish an effective meeting rhythm pattern to compound the value of your priorities and metrics. Your business pulses faster, builds momentum to increase measurable revenue and profits.

#3 Metrics: Develop measurable Key Performance Indicators. Company and executive team members develop reporting dashboards to increase accountability, following Pearson's Law for dramatic performance improvement. Doug recently used the Rockefeller Habits and Strategic Discipline principles to beat his terminal diagnosis of Acute Myeloid Leukemia.

Positioning Systems assures our customers we believe and are so committed to your success, unless you see results you do not pay for our coaching.

REGISTER TODAY

<https://ScalingUp.cvent.com/CedarRapids>

When & Where

Wednesday, November 2, 2016

The Hotel at Kirkwood Center
7725 Kirkwood Boulevard SW
Cedar Rapids, IA 52404

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 7:45 a.m. Workshop from 8:00 a.m. to 5:00 p.m. Breakfast and lunch provided.

Workshop Questions

For details, contact **Douglas Wick**
319-393-2565
dwick@positioningsystems.com

For additional Scaling Up Workshop dates, visit:
http://gazelles.com/mrh_workshops.html

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

"We've been working with Doug for three years and it's no coincidence that our bottom line has been enhanced over those three years. Hundreds of thousands of dollars, each year a record year on top of that, and for three straight years we have been a Miller-Coors President's award winner. Going to this workshop, it's extremely important. You need to take a couple steps back from time to time to look at how you are going to go forward."

MIKE SCHULTE, VICE PRESIDENT
Fleck Sales



Best Education. Best Tools. Best Community.
GICoaches.com