

# MANUFACTURERS BUSINESS GROWTH PROGRAM

As a CEO of a growing manufacturing company, you will constantly be faced with unexpected challenges, in areas such as managing company growth and financial performance. Our experts are here to help! Spend some time and learn how to look at your company and financial management in a different way to help keep your company on the road to success!

## Workshop 1: Entrepreneurial Operating System for Manufacturers



**Chris White**  
EOS Certified Implementer

Chris White shares the secrets of strengthening the Six Key Components™ of your business. You'll discover simple yet powerful ways to run your company that will give you and your leadership team more focus, more growth, and more enjoyment. Based on years of real-world implementation in tens of thousands of companies, the Entrepreneurial Operating System is a practical method for achieving the business success you have always envisioned. Successful organizations are applying EOS every day to run profitable, frustration-free businesses – and you can too. Process Triage is an interactive workshop with the 'process experts', the people who perform in these roles every day. We lead them through the steps it takes to deliver two dozen improvement proposals that will improve your performance and return cash to invest for other needs and grow the value of your enterprise.

**February 2, 2017 | 12:00 pm - 4:00 pm**  
**\$95 per company (up to 2 representatives)**

## Workshop 2: The Value Triangle - Achieving Long-Term Success for Manufacturers



**Marni J. Spence**  
CPA, Principal  
Manufacturing and Distribution  
CliftonLarsonAllen LLP

It is often assumed that managing financial performance is the key to building a more valuable business. Clearly, financial performance is critical in any organization and is a driver of business valuation. However, anyone buying a business today is going to look at the financial results and ask "how likely are those results to continue in the future?" The answer lies not in the financial statements, but in other areas of the business that often are not managed nearly as proactively as the financial results. A simple visual model called The Value Triangle illustrates this interdependency and teamwork, and the competencies required to achieve long-term success.

**March 2, 2017 | 12:00 pm - 3:00 pm**  
**\$95 per company (up to 2 representatives)**

Join Us for these TWO Incredible Workshops

Carlton Fields  
Corporate Center Three at International Plaza  
4221 W. Boy Scout Blvd., Suite 1000  
Tampa, FL 33607

**REGISTER NOW!**