



TriPOINTE



FEBRUARY 2012

GROWTH TRIAGE WORKSHOP:

*For those seeking to
increase sales and
accelerate growth!*

**Thursdays, March 1st &
March 8th From 6:00 to 9:00 PM**
Two session format

Facilitated by:

Bob Schultek - GrowthPointe
&
Christine Stadler - Business
Development Solutions

Content:

- Assess your Competencies & Core Customer
- Clarify your Unique Distinction
- Identify Growth Opportunities and Barriers

Come brainstorm with your peers, together with master advisors who have built businesses and can help you achieve your goals.

Tuition: \$249 per person

Two session format

Includes refreshments

Seating is limited - sign up early!

To Register Now Contact:

Dear Christine,

During the past few years, economic realities have caused us to cut costs and make our operations leaner. We've pocketed our one-time marginal profit increase from these efforts, and are now left with the challenge of achieving a level of sustained profitability that only growth can produce.

In our world of increasing commoditization and relentless technological evolution, it can be challenging to carve out time for the pursuit of innovation and growth. But businesses must grow...or die. Meeting this challenge can be daunting, so why not start by taking some smaller steps to get the process moving.

Our **Growth Triage Workshop** provides an opportunity for you to start thinking about growth again! Join a few of your small and mid-size company peers, and our former owners and senior business development executives who have built businesses, in a transformational series of exercises designed to accelerate your growth planning efforts.

- Assess what has worked to build your business...from the perspective of your core customers;
- Clarify your unique competitive advantages and how they help identify your growth opportunities;
- Evaluate and align your resources to overcome the growth barriers you may face.

Time is marching on! Carve out some time for you to focus on growth. Please join us for our next **Growth Triage Workshop** on March 1st and 8th from 6 to 9PM. The workshop details are described next to this article, so register now to join us and accelerate your growth initiative.

Kind Regards,
Bob Schultek, Managing Principal
GrowthPointe Group
rschultek@growthpointegrp.com
216-272-4449

Call Bob Schultek at
216-272-4449 or email
rschultek@growthpointegrp.com
See website for
background/experience/bio:
www.growthpointegrp.com

Location:

DecisionPointe Offices
20033 Detroit Road, Suite A
North Ridge Annex,
Rocky River, OH 44116
For directions, visit:
www.decisionpointegrp.com



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REFERRAL REMINDER to our valued clients and alumni. We extend the courtesy of a free consult to:

BUSINESSES seeking accelerated growth, increased revenue, customer focused business development, or aligned operations to support growth plans;

BUSINESSES struggling with internal drama, staff alignment, leadership development, succession planning, or team building;

INDIVIDUALS/COUPLES facing major career issues (transition, advancement, starting a business, retirement). Please contact us at 440-356-2952 if we can be of assistance.

www.growthpointegrp.com
www.decisionpointegrp.com

North Ridge Annex, Suite A | 20033 Detroit Road |
Rocky River | OH | 44116