

THE FIVE ATTRIBUTES OF HIGHLY PROFITABLE COMPANIES: HOW TO ACHIEVE RESULTS THAT COUNT

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In this intensive and highly interactive presentation, Prosen takes you inside the world's most profitable companies to learn precisely what makes the difference between good and great. You'll learn the tools and tactics that can transform your company's performance and help you achieve extraordinary bottom-line results. Exclusively designed for business owners, senior company executives, and boards of directors who want to make their jobs easier, their companies run more smoothly, and have more time to plan while consistently meeting their top objectives. Prosen delivers action and answers that aren't available anywhere else. Prepare to engage in fresh, unfiltered discussions about what it takes to deliver real results in today's business environment.

Members will learn:

- How to consistently achieve your revenue plan
- How to convert data into information and simplify management of your company's financial and operational performance
- How to react less and have more time to plan
- How to develop an accountability-based culture focused on producing results
- How to hire and retain the right people for the right jobs
- The most powerful tool for reducing costs and increasing quality
- Essential business metrics to manage your company's performance
- Create an early-warning system to recognize problems before they become severe
- How to improve your productivity without increasing your effort

Value to Members

Prosen delivers the powerful tools and techniques at high speed, and with an economy of words and an abundance of examples that clearly guide you to personal achievement. Members will leave with clear, piercing insight into how their business can dramatically improve results, zero in on profits, and deliver satisfaction to employees, customers, and shareowners.

Biography

Bob Prosen is president and CEO of The Prosen Center for Business Advancement, whose mission is to help business leaders execute and achieve results that count. Prosen is also the world's leading authority on The Five Attributes of Highly Profitable Companies™. In addition to his management training programs, he speaks nationally and internationally to a wide range of organizations including Rotary International and Business Marketing Association. Prosen earned his MBA from Georgia State University and holds post-graduate certifications from MIT, Duke University, and The Wharton School.