

2010 Executive Tool Kit Series

...for Business Owners and Senior Management



Critical Strategies for Winning in Today's Economy

So caught up in the day-to-day battles that you've lost sight of the big picture?

Remember why you got into your business in the first place?

Had time lately to focus on where you want to end up; your ultimate destination?

Think you can't take the time? Need ideas on how to get there?

This series of workshops is designed to help business owners and senior management answer these questions and create an action plan to achieve their goals.

The good news is that the same strategies used to address your goals for

your eventual transition will result in immediate improvements to your everyday business operations as well. The purpose of these workshops is to provide you with the tools you need to accomplish both long and short term goals.

register today –

2010 Executive Tool Kit Series

www.exitplanningpartners.com



Exit Planning Partners



Stark & Associates
Estate and Management Development Specialists



MILESTONE SOLUTIONS

the presenters



Dave Driscoll – Exit Planning and Business Consulting
Exit Planning Partners LLC

Dave is the principal and founder of Exit Planning Partners, LLC. Over the past thirty years, Dave has been involved with the development of several businesses that began as startups and evolved into complex, capital-intense enterprises. These companies employed hundreds of people in manufacturing, marketing and distribution throughout the United States. The evolution of the businesses included the identification and development of management teams, process improvement, and understanding and utilization of the complex tools of wealth management to maximize return and minimize tax liabilities.



Jack Hoffmann – Effective Business Strategies
Milestone Solutions LLC

Jack Hoffmann is the President and founder of Milestone Solutions LLC a management consulting firm providing business solutions to executives of small, medium and large companies. Jack held various leadership positions with the 3M company including National Sales Manager and Domestic and International Marketing Manager. In these positions he managed the sales, sales support organizations, directed product development and marketing operations. In addition, he led the development and implementation of strategic planning nationally and worldwide.



Edmund J. Conroy Attorney – Risk Management

Ed Conroy, J.D., is a labor/employment/human resources attorney, licensed in Missouri and Illinois, whose practice consists of representing and counseling employers for over 25 years. His expertise includes employment contracts, independent contractor agreements, drafting handbooks, evaluating workforce reduction programs, wage/hour compliance. In addition, his experience includes working with various governmental agencies including the EEOC, DOL, DOJ, NLRB.



Randy Kellis – Sales and Management Development Specialist
Stark & Associates

Randy is with Stark & Associates—a St. Louis-based sales performance company. He consults with owners, Presidents and senior executives who want to grow sales revenue by upgrading and improving their sales group, sales managers, and their executive team. Randy has over 20 years of sales executive experience with Fortune 500 companies such as Bristol-Myers Squib, Unilever, Ralston Purina and Honeywell International. As Vice President of Sales, he most recently headed up the Beech-Nut Baby Food sales organization. This extensive experience offers clients critical insight on how best to improve company growth through the optimization of their hiring, evaluation, training and overall development of their sales department.

*...for Business Owners
and Senior Management*

the series

Dave Driscoll
Exit Planning for the Future, Maximizing Business Value Now!

Dave will identify the elements and explain the process that will allow you to improve your operations now to increase its value. Learn how to maximize the overall performance of your business today while creating the framework for your successful exit in the future. Whether you plan to transition out of your business in 2 years or 20, there are steps you need to take now.

Place: The Lodge in Des Peres – Maple Room
Date: Thursday January 21, 2010, 8:00 to 11:30 am

Registration Fee: \$40.00

Jack Hoffmann
Seven Steps to Developing an Effective Business Strategy –

Jack will walk you through the process of developing a well-defined vision, he will show how you can analyze your current situation from both an internal and external vantage point, achieve alignment throughout your organization and assist you in developing clear and actionable goals, objectives, strategies and tactics so you can build a comprehensive road map for success.

Place: The Lodge in Des Peres – Oak Room
Date: Thursday February 25, 2010, 8:00 to 11:30 am

Registration Fee: \$40.00

Ed Conroy
Employment Practices - Recognizing and Managing Your Risks –

Ed to present an overview of the key federal and state employment laws; who is covered, and how they affect you. He will present Human Resource “Best Practices” to mitigate your risks, maximize productivity and grow your revenues.

Place: The Lodge in Des Peres, Dogwood Room
Date: Thursday March 25, 2010, 8:00 to 11:30 am

Registration Fee: \$40.00

Randy Kellis
Is Your Company’s Sales Approach Coming up Short?

Can you get where you want to go? Randy will provide sales insights and tools to develop a successful road map for 2010.

Place: The Lodge in Des Peres, Dogwood Room
Date: Thursday April 22, 2010, 8:00 to 11:30 am

Registration Fee: \$40.00



To register go to www.exitplanningpartners.com

Registration fee includes: 1 or 2 People from same company
Continental breakfast served from 7:30 to 8:00

**Register
For All 4 Only
\$99.00**