

presents

THE 2-DAY THINK BIG BUSINESS GROWTH WORKSHOP

Accelerated Growth for Executives, Sales Teams & Managers

TRANSFORM YOUR BUSINESS TODAY!

Are you successful, but stuck? Wondering how to get to the next level in your business, but not sure how to develop a plan that will get you there efficiently and effectively?

Filled with actionable tools, resources, business-growth secrets, strategies and proven methods, the 2-Day THINK BIG Business Growth Workshop is designed to put you on an accelerated path to get you unstuck so you can grow your business now! **Get ready to CRUSH the future of your business!**



FACILITATOR: JON DWOSKIN

Business Coach, Executive Advisor,
Author, National Speaker for high-profile
and Fortune 500 Companies, as seen on
Forbes, Channel 2, THINK Business
Podcast and more!

Learn More:
jondwoskin.com

ACTIONABLE TOOLS AND RESOURCES FOR:

- Developing the foundation of your business and sales plan
- Building the bedrock of your business for the ultimate growth in the next decade
- Generating new ideas through self-awareness, accountability and input from Jon and other executives, sales pros and managers

2-DAY WORKSHOP SEMINAR INCLUDES:

- Customized workshop training with Jon
- Complete business-building workbook
- One Guest host spot on THINK Business podcast to promote your business
- Follow up sessions with Jon
- On-site or off-site options available

BONUS: All attendees receive a copy
of Jon's Book, *The Think Big Movement*



“No problem can be solved from the
same level of consciousness that
created it.”

ALBERT EINSTEIN



“Jon was an amazing speaker that gave us all concrete and actionable things
to work on! We want to have Jon back again”

MICHAEL TODASCO, DIRECTOR OF INNOVATION AT PAYPAL

CONTACT JON FOR DETAILS, PRICING AND TO SCHEDULE YOUR
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jon@jondwoskin.com | 248.535.7796



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2-DAY EXECUTIVE WORKSHOP AGENDA FOR C-LEVEL EXECUTIVES AND VPS

DAY ONE

- 7:45 - 8:25 AM:** Breakfast in boardroom
- 8:30 - 9:00 AM:** Welcome. Set standards for the day. Introductions.
- 9:00 - 10:00 AM:** Think and Act like a CEO: Pillar 1 of building business year/decade plan. Your why, what, mindset and raising your level of awareness.
- 10:05 - 10:15AM:** Break
- 10:15 - 11:45 AM:** Time Management: Control, Own and Protect your time. Tools & strategies to save time.
- 11:45 - Noon:** Break
- 12:00 - 1:00 PM:** Lunch & Growing your Sales Numbers, Revenue and Sales Team.
- 1:00 - 1:15 PM:** Break
- 1:15 - 2:30 PM:** How to manage different generations effectively to grow your business.
- 2:30 - 2:45 PM:** Break
- 2:45 - 4:30 PM:** Your Biggest Obstacle: Each person will discuss their stuck. Jon and the team will provide new perspective, tools, strategies and action steps to get unstuck.
- 4:30 PM:** Adjourn
- 6.30 PM:** Group Dinner at Restaurant TBD

DAY TWO

- 7:45 - 8:25 AM:** Breakfast in boardroom
- 8:30 - 10:30 AM:** Build out the framework and habits of your 2020 business plan
- 10:30 - 10:45 AM:** Break
- 10:45 - Noon:** Growing your communication skills and role playing
- 12:00 - 12:15 PM:** Break
- 12:15 - 1:15 PM:** Lunch and How To Grow Your Business and Brand via Marketing
- 1:15 - 1:30 PM:** Break
- 1:30 - 2:30 PM:** The Right People in the Right Seats. Succession Planning, Retention, Training and Recruiting
- 2:30 - 2:45 PM:** Break
- 2:45 - 3:15 PM:** The Art of Mindfulness and Being Present (Guest Speaker)
- 3:15 - 3:45 PM:** Creating the systems and processes to scale/grow your business.
- 3:45 - 4:15 PM:** Your ONE Thing / Action Items
- 4:15 - 4:30 PM:** Closing remarks and schedule follow up 1:1's and THINK Business podcast interviews
- 4:30 PM:** Adjourn

Get ready to transform your business and CRUSH the future of your business!

Guarantee: Walk away with a minimum of one idea that will grow your business/mindset and bottom line or your money back.

What's one idea worth to you?

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2-DAY SALES TEAM, MANAGEMENT TEAM AND EXECUTIVE WORKSHOP AGENDA

DAY ONE SALES TEAM

- 7:45 - 8:25 AM:** Breakfast
- 8:30 - 9:00 AM:** Welcome. Set standards for the day. Introductions.
- 9:00 - 11:00 AM:** Re-vamping your business plan to grow your business, pipeline and calendar
Looking at your business quantitatively and taking measurable action
The new face of prospecting
Growing your business via marketing and social online/offline
Living your metrics
The art of forecasting and projecting your business and pipeline
Growing your team
- 11:00 - 11:15 AM:** Break
- 11:15 - Noon:** Role playing, talking points and questions to overcome the most difficult sales objections.
- 12:00 - 12:15 PM:** Break
- 12:15 - 2:15 PM:** Working Lunch.: Time Management and Becoming a Student of Your Calendar
- 2:15 - 2:30 PM:** Break
- 2:30 - 3:30 PM:** Building Compounding Habits to increase your probability of long-lasting success
- 3:30 - 4:00 PM:** Break
- 4:00 - 4:15 PM:** Your #1 Take Away and 3 Action Steps
- 4:15 - 4:30 PM:** Closing Remarks and Key Takeaways

DAY TWO EXECUTIVES

- 7:45 - 8:25 AM:** Breakfast
- 8:30 - 9:00 AM:** Welcome. Set standards for the day. Introductions.
- 9:00 - 10:30 AM:** Re-defining leadership and connecting to the DNA of the company
Connecting to company values, mission, vision
The importance of being accessible and approachable
Knowing when to be: tough and nice vs. nice and tough
- 10:30 - 10:45 AM:** Break
- 10:45 - Noon:** How to manage your people effectively so they don't leave and so they bring their best selves and ideas to work everyday
- 12:00 - 12:15 PM:** Break
- 12:15 - 2:00 PM:** Working Lunch.: Time Management and Becoming a Student of Your Calendar
- 2:00 - 2:15 PM:** Break
- 2:15 - 3:00 PM:** Marketing in the 2020 Decade
- 3:00 - 4:00 PM:** Succession Planning, Recruiting, Retention, Training: Having the Best to be the BEST!
- 4:00 - 4:15 PM:** Your #1 Take Away and 3 Action Steps
- 4:15 - 4:30 PM:** Closing Remarks and Key Takeaways

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2-DAY SALES TEAM AND MANAGEMENT AGENDA

DAY ONE SALES TEAM (AM)

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- 8:30 - 9:00 AM:** Welcome. Set standards for the day. Introductions.
- 9:00 - 11:00 AM:** Re-vamping your business plan to grow your business, pipeline and calendar
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 The new face of prospecting
 Growing your business via marketing and social online/offline
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 The art of forecasting and projecting your business and pipeline
 Growing your team
 Time Management and becoming a student of your calendar
- 11:00 - 11:15 AM:** Break
- 11:15 - Noon:** Role playing, talking points and questions to overcome the most difficult sales objections.
- 12:00 - 12:15 PM:** Your #1 Take away and 3 Action Steps
- 12:15 - 12:30 PM:** Closing remarks and Key Takeaways

DAY ONE MANAGERS (PM)

- 1:00 - 1:15 PM:** Welcome. Set standards for the day. Introductions.
- 1:15 - 2:30 PM:** How to manage your people effectively so they don't leave and so they bring their best selves and ideas to work everyday
- 2:30 - 2:45 PM:** Break
- 2:45 - 4:00 PM:** Time Management and becoming a student of your calendar
- 4:00 - 4:15 PM:** Your #1 Take Away and 3 Action Steps
- 4:15 - 4:30 PM:** Closing Remarks and Key Takeaways

DAY TWO MANAGERS

- 7:45 - 8:25 AM:** Breakfast
- 8:30 - 9:00 AM:** Welcome. Set standards for the day. Introductions.
- 9:00 - 10:30 AM:** Re-defining leadership and connecting to the DNA of the company
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WHAT CAN LACK OF
EFFECTIVE TRAINING
COST YOU?

Sources: HR Digest: <https://www.thehrdigest.com/cost-of-employee-turnover-vs-retention-proposition/> - HR Exchange Network: <https://www.hrexchangenetwork.com/learning/news/7-stats-that-prove-training-value>
Employee Benefit News: <https://www.benefitnews.com/news/avoidable-turnover-costing-employers-big>

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