



**THE
DISTRIBUTION
TEAM**

DO YOU OWN A BUSINESS OR A JOB? (60-75 MINUTES)

Ask yourself this questions: If you went on vacation for 5 weeks, would you come back to a smooth operation or would the company have fallen into utter chaos? This is a tough realization for several owners of small organizations. When the owner is the only person capable of making a decision, growth potential is severely limited. As some owners have found out the hard way, selling an owner-centric business is far more difficult than they imagined. If the owner controls all the customer, supplier and operational relationships, what is the buyer buying? Not much. This session is about learning to step back and building a management team capable of handling the daily operation of the organization. Isn't it about time you worked on the business, rather than in the business?

LEARNING OBJECTIVES:

1. Learn how operating expenses effect net profit
2. Understand how communication conveys expectations
3. Use of effective time management techniques
4. Learn how to segment customers based on profitability