

Bainbridge Island Chamber of Commerce

Top Steps to Business Growth



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Celerity Works
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When in doubt, tell the truth. You will gratify some of the people and astound the rest.

- Mark Twain

The background of the slide is a faded image of a meeting room. Several people are seated around a large, light-colored conference table. One person in the foreground is wearing a green jacket. There are laptops and papers on the table. The room has large windows in the background.

Top ten business lessons

1. Be willing to change
2. Practice listening
3. Plan
4. Focus & say no
5. Build a sales process
6. Don't over expand
7. Manage risk
8. Partner wisely
9. Delegate, motivate & measure
10. *Work Smart – Play Nice*



Be willing to change



New leader orientation

- Out

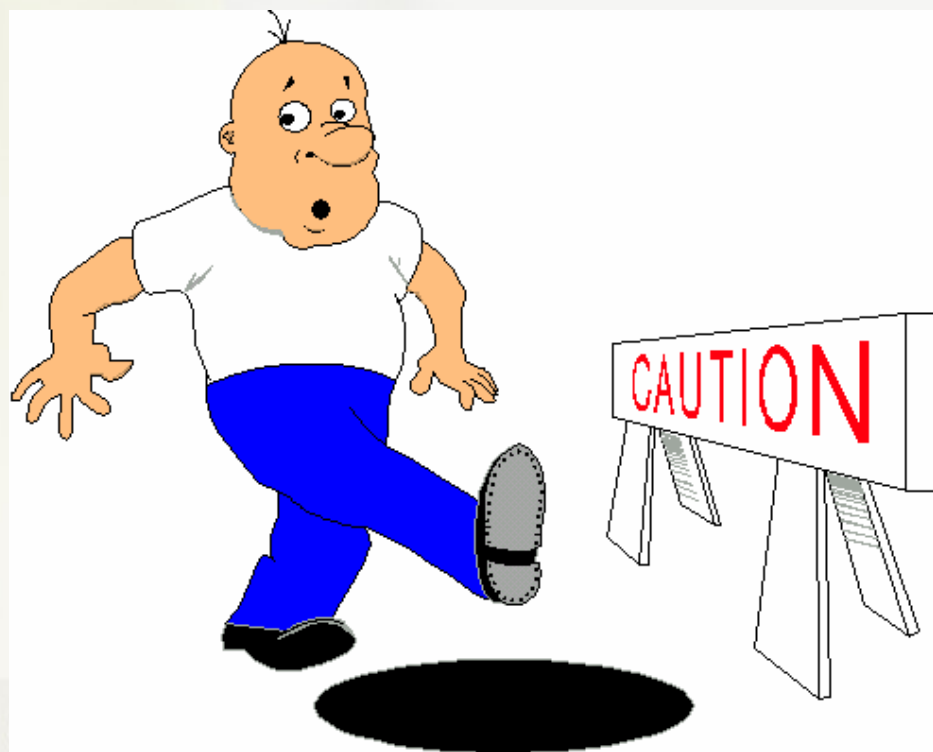
- Personality driven
- Detail obsessed
- Emotional decisions
- Pet projects
- Taboo subjects

- In

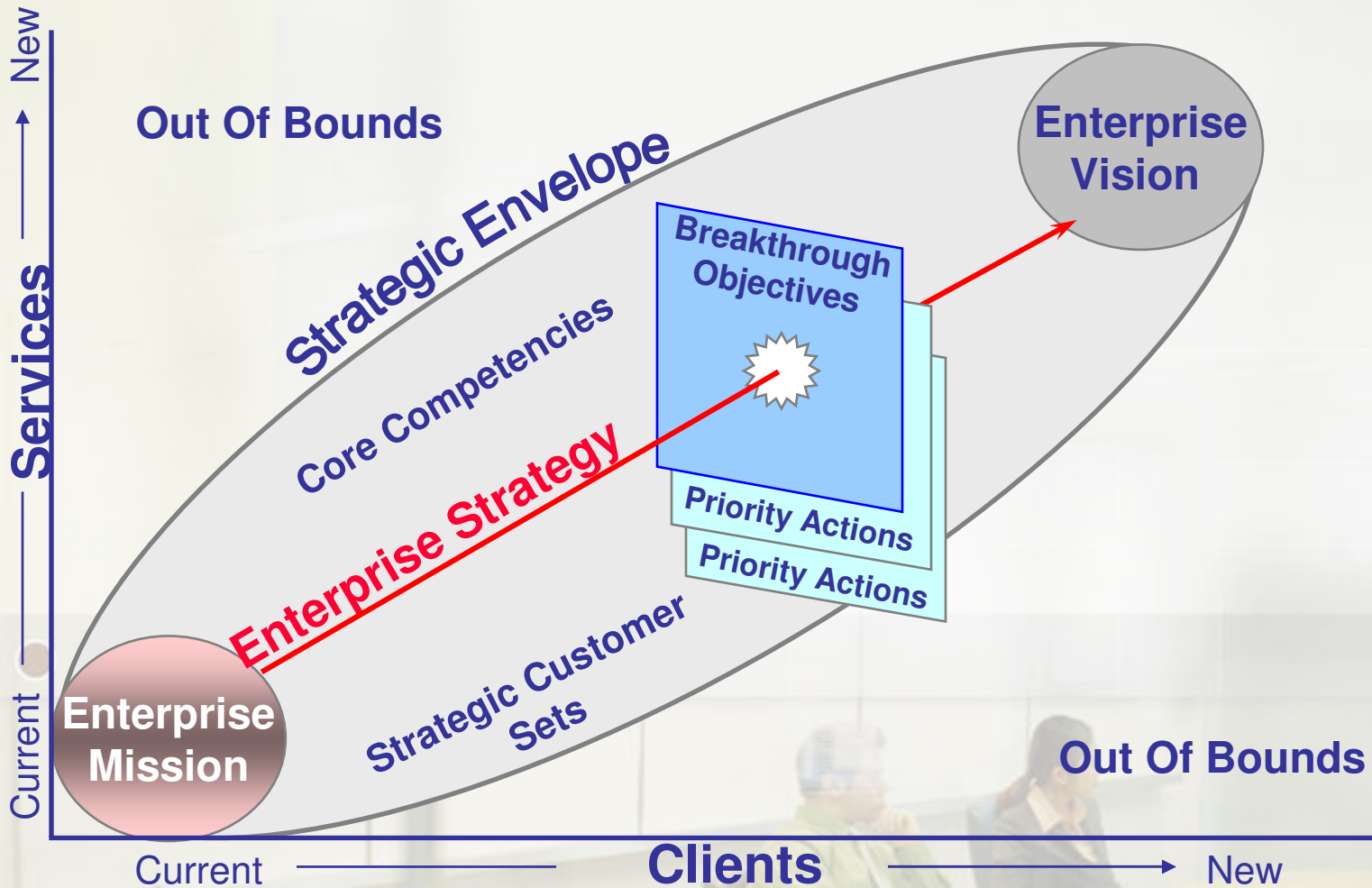
- Delegation
- Vision oriented
- ROI based decisions
- Investments
- Open dialogue



Practice listening

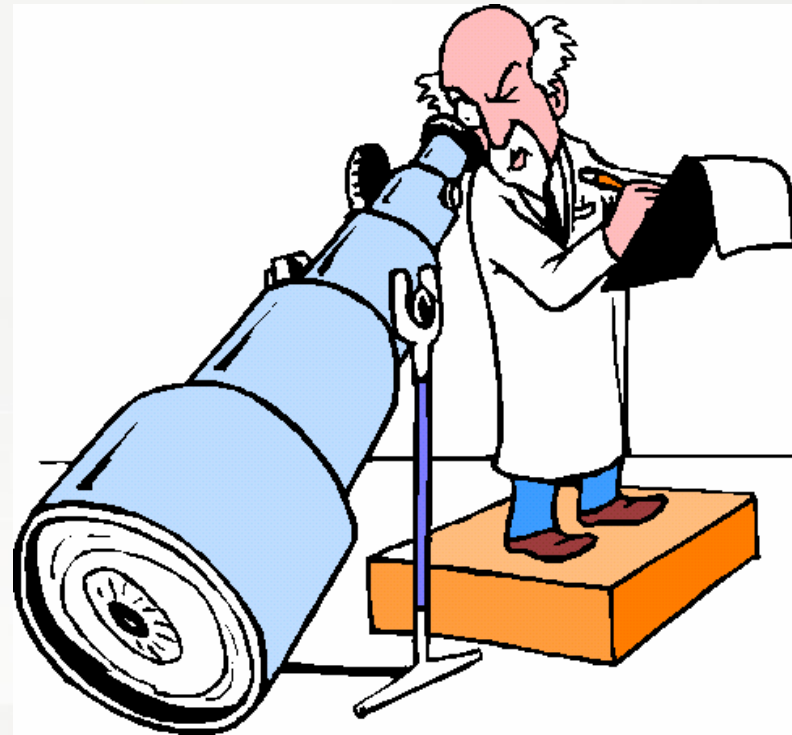


Plan



Breakthrough Objectives





“I always wanted to be somebody, but I should have been more specific.”

- Lily Tomlin

Build a sales process

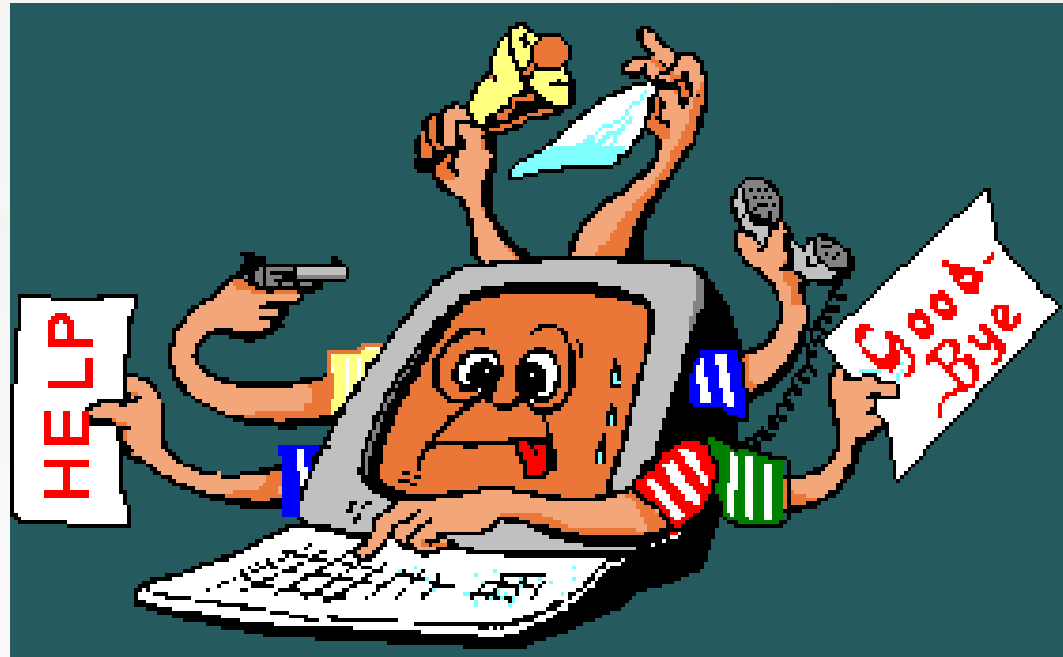


Don't over expand

Services

Hardware

Software

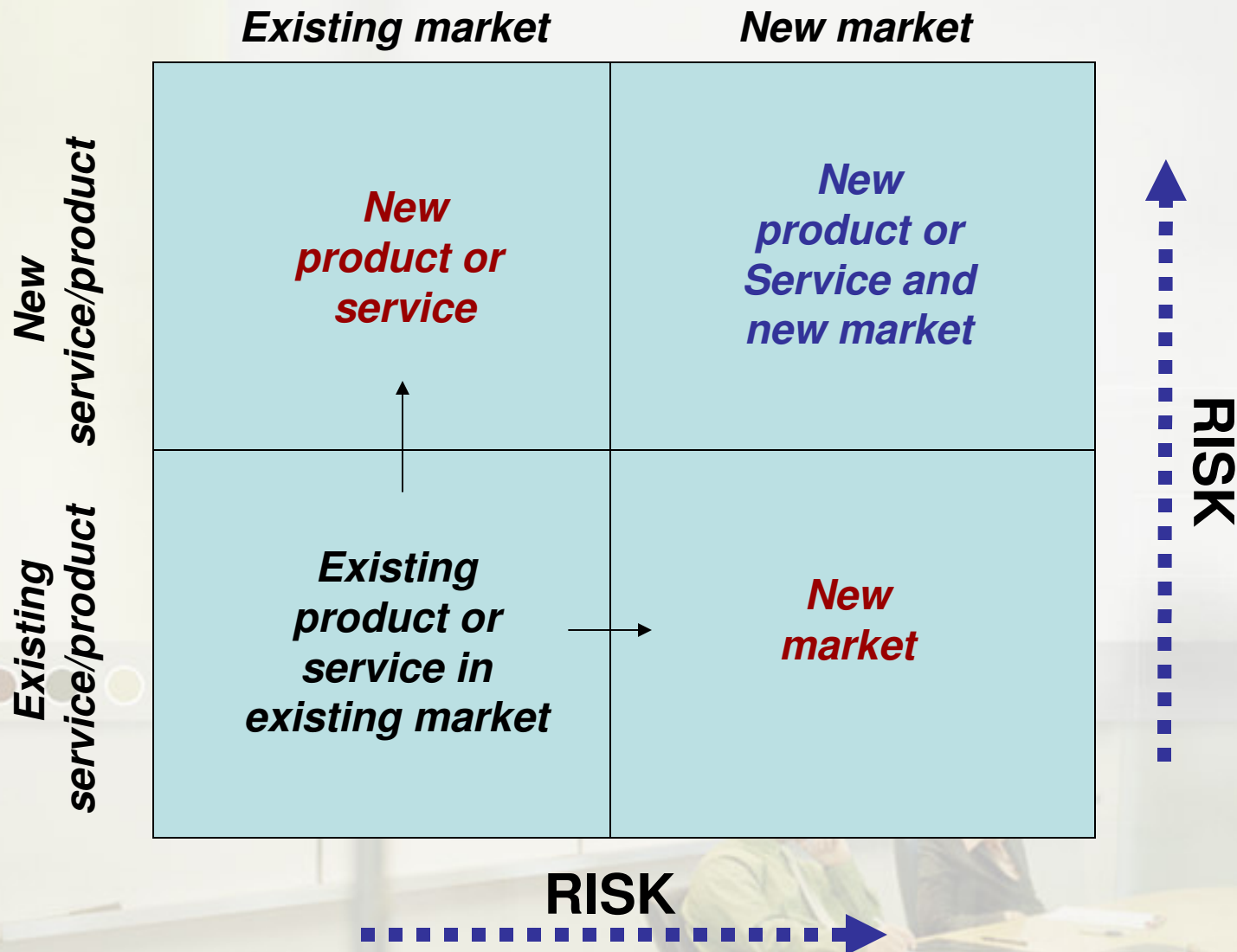


International?

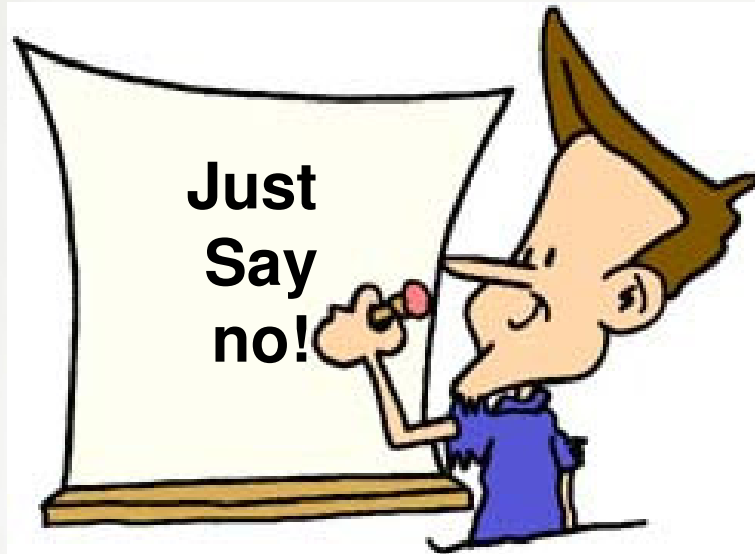
Commercial?



Don't over expand



Say no!



I don't know the key to success. But, the key to failure is trying to please everybody.

- Bill Cosby

Partner wisely



Make
Smart
Decis



Delegate, motivate & measure



Work smart...*PLAY NICE!*



Snowflakes are one of nature's most fragile things, but just look at what they can do when they stick together.

Vesta Kelly



- www.celerityworks.com
 - Free download – *The Enlightened Manager*
 - Other books:
 - Romancing the Buddha (Middleway Press)
 - Business Development Guide for Selling to the Government (at my web site)
 - 2007 MS Walk - 1st time on the island!
- www.celerityworks.com/mswalk.html

