

Management & Consulting

Alliances & Joint Ventures – If you Can't Beat 'Em, Join 'Em

Businesses usually need people, time, money, and expertise to take advantage of a business opportunity. In many cases, a company does not have all of the required elements. This session will explore the pros and cons of creating an alliance or joint venture to take advantage of an opportunity. In most cases, the upside return is reduced, but the downside risk is also reduced. The speaker will note many pitfalls to avoid and how to increase the odds of successfully structuring an arrangement that meets the objectives of every participant.

Business Plans - Taking Control of Your Business' Future

As a practical matter, to obtain a bank loan or venture capital, a written business plan is often needed. This session will address many practical issues including: what is a well written business plan? Who should draft it? What should be included? How long should it be? What are the common mistakes made? The speaker manages a venture capital fund and has reviewed almost 1,000 business plans. He'll share his experience with you and explain why a written business plan can increase the odds of success.

Buying or Selling a Business – Doing it at the Right Time, the Right Way

Buying or selling a business is often the largest transaction the business owner will enter into. They get one chance to do it right. The right moves can bring financial success to them and their families. Mistakes can bring disaster. This session will highlight critical issues that should be addressed, both from the buyer's viewpoint and the seller's. Numerous pitfalls will be noted.

Company Culture – Setting the Stage for Success or Failure

Many new businesses are formed each year. Some go on to success, but most fail or are not very profitable, for a variety of reasons. The speaker has studied both publicly traded corporations and private companies. He has studied companies that have been wildly successful, such as Microsoft, and others that failed. The speaker believes a company's culture is the single most significant factor in determining a company's future and he'll explain why in this session.

Growing Your Business in a Recession – Getting Ahead Despite the Conditions

The recession has adversely affected many businesses. This session will explore many ways any business can increase both its top and bottom lines, despite a recession. The speaker, who manages a venture capital fund, will note the options a company has, the issues that should be addressed, and will note some pitfalls to avoid. This session will focus on practical solutions, not theory.

Innovators & Inventors – What We Can Learn From People Who Have Made a Difference

To be competitive, businesses must constantly innovate and/or invent to get better. Significant lessons can be learned from those who invented and innovated successfully in the past, like Thomas Edison, Henry Ford, Sam Walton, Bill Gates, and others. What did they do? More importantly, what can we learn from them and apply to our own businesses?

Leadership – Developing the Next Washington or Lincoln

Leadership is important in business, but what is leadership? While some leaders may be born with that talent, leaders can be developed. Leaders share some of the same characteristics. This session will address what these are, why leadership skills are important for every organization, and how leaders can be developed.

Raising Capital for a Private Company – Getting the Fuel to Propel a Company

Many private companies need to raise capital. Some may raise money from family and friends, some from “angel investors,” and some from venture capital funds. This session will provide an excellent overview of the legal, financial, and practical issues that arise when capital is raised from investors. It will address issues from both the company’s viewpoints and the investors. The speaker, who manages a venture capital fund, will explain a number of the pitfalls.

Succession Planning – Is Jr. Ready for the Top Spot?

Every company should plan for a CEO’s successor in case the CEO dies unexpectedly, gets hired away, or just quits. This session will focus on grooming one’s successor. While it will focus on the CEO position, succession planning should be done for every key position in a company. The issues addressed in this session can be applied to both publicly traded corporations and private companies.

Starting a New Business – Getting Off to a Great Start

With so many people being laid off, and new jobs hard to find, many people are starting their own businesses. Unfortunately many, if not most, will ultimately fail or are not very profitable for a variety of reasons. This session will highlight numerous pitfalls that new business owners often make. The speaker, who manages a venture capital fund, will offer many suggestions and tips to help get a new business off to a good start.

Turning a Business Around - Like a Baby, It Ain’t Gonna Change Itself!

Many businesses are in trouble to some degree. This session will focus on the action that needs to be taken to improve a business and the obstacles that must be overcome. This session will focus on a five step plan and explore each step in the process. The first step is to make an honest assessment of the current condition and trends. This session will highlight the options a company has. The focus will be on practical action, not theory.