

GLOBAL SUMMIT WHAT MATTERS IN BUSINESS

Imagine learning the keys to business success used by the world's most successful business owners.

You can achieve exceptional business growth and retain control of your soaring business by learning to focus on WHAT MATTERS.

A business that focuses on WHAT MATTERS, no matter what its size, is one that consistently produces above-average profits; it is a business that brings your people positive challenges and joy on a daily basis; a business that carefully aligns its strengths with a well-targeted market, supported by robust operational systems; and most importantly, it is a place where you can do what you really want and be handsomely rewarded for it.

If your goal is to create a high-performing business that is professionally and financially rewarding for you and your team, you need to attend the Global Summit – WHAT MATTERS in Business.

What this Global Summit seminar will do for you:

WHAT MATTERS in Business will methodically and strategically reveal to you the entrepreneurial disciplines and characteristics that build long-lasting, cash-producing businesses.

It will test the core, unbreakable laws that are known to truly successful people, who not only know how to build businesses with low 'down-side' risks, but enjoy every step of the way.

Whether you are just starting your new business, or looking to fine-tune your organisation so that it becomes leaner and more competitive, this two-day event will clarify WHAT MATTERS and assure you of a controlled and prosperous future.

www.danfloros.com

WHAT MATTERS FOR CLIENTS

"The business weekend delivered by Dan helped me focus in on the core drivers that made the greatest difference to my exporting business. Well worth the investment in time and financial resources."

John Witt,
Global Resources, Melbourne

"Floros went straight to the heart of the matter, as he so often did during our mentoring sessions. Most business owners are too busy being busy, with little to show at the end of the day. The key takeaway once again during this seminar was to be mindful of the key drivers that make and have made the greatest difference to my business. Thanks again."

Arthur Stellatos,
IGS Constructions, Sydney

Dan Floros
INTERNATIONAL
Clarity • Focus • Simplicity

In this intensive, two-day program, you will learn:

- How to change your thinking about your business, addressing the many habits and beliefs that may be limiting your ability to achieve success.
- How to establish a daily routine that aligns your business practices with your winning mindset.
- How to invest resources to build assets while building your business at the same time.
- How to test and measure new products and services without risking your business.
- Why strategy implementation is the most difficult step in any business, and how to get it right every single time.
- How to identify niche market clusters and the best strategies for marketing to them.
- How to build metrics that allow you to analyse and diagnose the status of your business.

- How to build a 'learning organisation'.
- The pros and cons of different business succession and exit strategies, such as sell, merge and float.
- How to leave a legacy beyond your business enterprise.

Day 1: You, The Business Executive

- The Characteristics Of Successful Entrepreneurs – Why Are You In Business?
- Formulating A Powerful Strategy – Building Wealth Momentum Through Your Vision
- The Two Types of Leadership Styles
- Your Personal Strategic Management System
- Financial Strategies Fundamental To Building Your Enterprise: Cash Flow
- Understanding The Two Cornerstones Of Business: The Innovation And Selling Principles That MATTER

Day 2: Building A World-Class Enterprise: The Fundamentals

- Deciphering Visions, Missions, and Superordinate Goals
- Your Strategy: What Are You Selling To Whom, And Why Should They Buy From You?
- Identifying And Focusing On Your Skills: Building Key Core Competencies And Capabilities
- Administrative And Decision Policies That Make Your Business Run Like Clockwork: Staff, Style, Systems And Structure
- Dealing With The Competition – How To Grow With Limited Risk

You need to attend this Global Summit seminar if:

- You feel like your business is spinning out of control.
- You are finding it hard to keep up with the demands of your customers and the marketplace.

- You are working ever-increasing hours without much to show for it at the end of each financial year.
- You have difficulty managing your staff.
- You don't know what the one or two main drivers in your business are, or if you do, your resources are not primarily focused on them.

Who should attend WHAT MATTERS in Business?

- Business owners who want to powerfully lead their businesses into the future.
- Business owners and executives who want to create a culture of change and innovation within their senior leadership team.
- Business owners who want to get as much (or more!) out of their business as they put into it.

To get more information on your next local summit, including dates, venues and cost, go to www.danfloros.com/upcomingevents



Dan Floros

This is a life-changing and inspirational weekend – I look forward to seeing you there and sharing in your success!

