



FAST TRACK SYSTEM TO **SCALING UP** YOUR BUSINESS

BANGALORE | 2018

Do you have the right people to drive strategy?

Do you have the right strategy to execute?

Do you have enough cash to fuel growth?

Are you wasting cash on poor execution?

GET MORE PRACTICAL IDEAS PER MINUTE THAN ANY OTHER BUSINESS EDUCATIONAL EVENT IN THE WORLD

- **ATTENDED BY OVER 4000 CEOS** and their management teams in 2 years
- **HIGHEST RANKED** business educational event for 4 consecutive years
- Voted the **BEST BUSINESS EDUCATIONAL EVENT** in Africa for 30 years

"Attending and implementing the Rockefeller Habits is the single best decision we have made in the past ten years. It has transformed our business in many ways. Most importantly, it provided the framework for the growth we have experienced in the past three years. Fast growth can kill a mediocre company and I am convinced that, without the Rockefeller tools and practices, we would not have survived our own rapid expansion."

Gene Brown, CEO the City Bin&Co., Dublin

"The Rockefeller Habits workshop is an intellectual shower that rinses the dust off your brain and helps it work better. It gave us structure that we want to turn into HABBIT. The best training experience ever. Christo was Just perfect."

Jolef Morak, CEO, SMI Harmanec, Slovakia

"Christo's program was one of the best business experiences we ever had – many thanks again for the know-how, inspiration and energy transmitted to us"

Gabor Kuntz, CEO, Hungary

"It was one of the best practically useful workshop in my life."

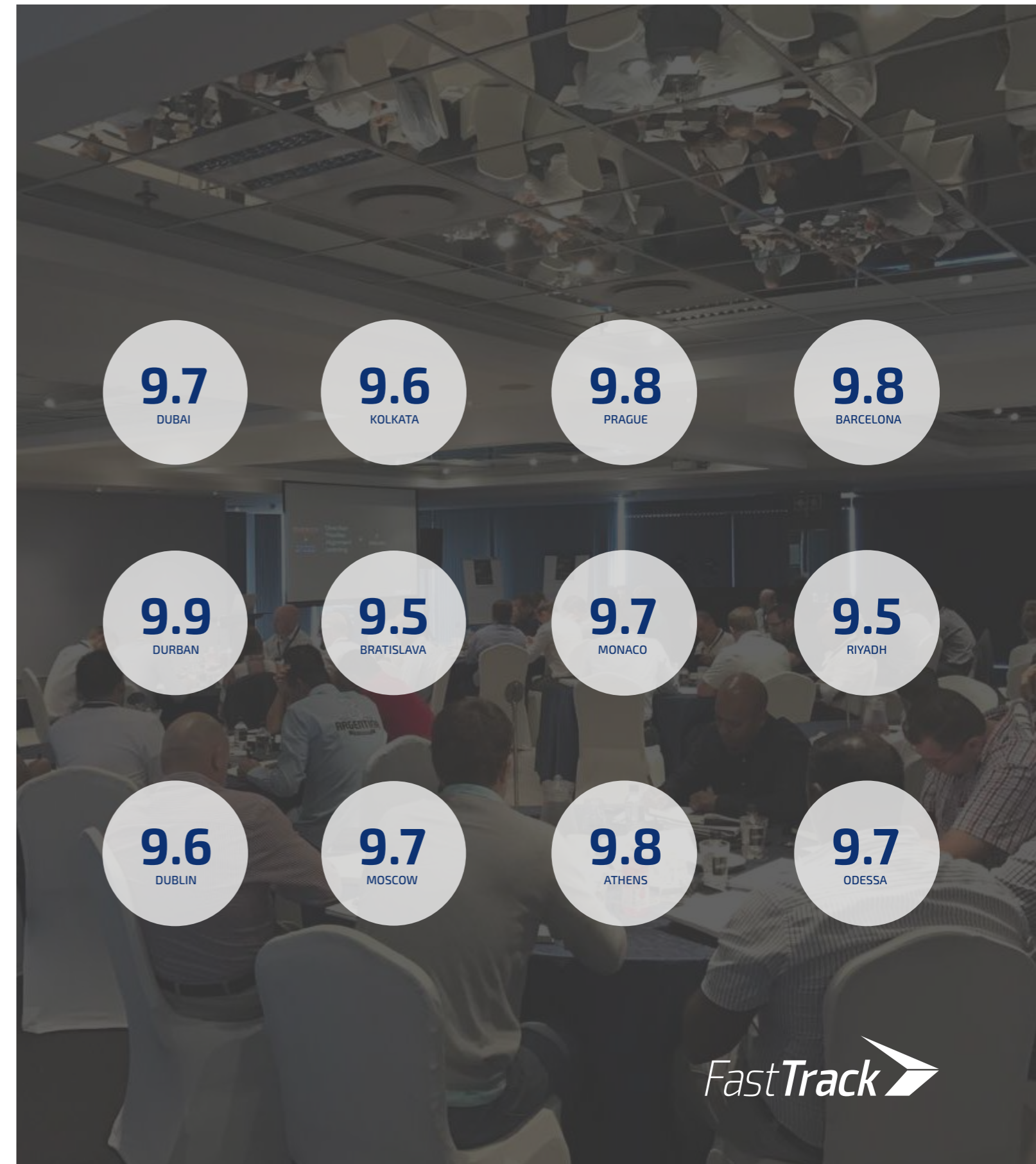
Yana Sitnichenko, COO, Lantmännen AXA, Russia

"It was really a pleasure listening to Christo's talk! His thoughts & ideas were so crisp that made everything sound so simple. Everything from "Upgrading the Brain" to "Think Different" just made so much sense and it really is up-to us to use it in our daily lives. I do feel at times that it is us who make our lives more complicated than is actually is."

Vivek Bansal, BMWIL Calcutta, India

"I am very fired up and have already begun implementing the substantial list I have of actionable ideas."

James Jarvie, Jarvie Group, Durban, South Africa



CLARITY

ENERGY

SPEED

5 Areas of focus

PEOPLE



Do you have the RIGHT people in the RIGHT seats, doing the RIGHT things?

STRATEGY



Do you have CRYSTAL CLARITY on what makes you different and valuable for your customers? Is EVERYONE in the organization aware of it?

EXECUTION



Do you have clear priorities? Is everyone in the company fully aligned? Do you have SIMPLE NUMBERS on how you are doing? Is it visible to everyone? Do you have an efficient meeting rhythm?

CASH



How much cash can you squeeze out of the current operation so you do not have to go to the bank?

PERSONAL EFFICIENCY

The only real competition is the one with yourself.
Do you have a clear system how to improve and outperform your "yesterday's self"?

Main take-aways

- In depth understanding of the current operational and execution capabilities of the company
- Awareness and engagement of the management team with the program
- Clarity on strategy and values throughout the organization
- Overview of the organizational structure, core capabilities and fit with your strategy
- Assessment of key people and team dynamics
- Clarity on your one year plan, main financial targets and top company priorities
- Identification of areas of improvement that will have the biggest impact on future performance
- Setting up of strategic and operational KPIs that give deep understanding of the performance of the whole organization
- Gain understanding of the main elements of personal efficiency and performance

AGENDA

INTRODUCTION TO THE ROCKEFELLER HABITS

CASH MODEL - A tool to double your operating cash flow in twelve months

MARKET INTELLIGENCE - How leading firms learn faster to remain ahead of their competitors

PEOPLE - How to select and hire A players and then avoid demotivating them

CORE IDEOLOGY - Bringing your core values and core purpose to life – energize your employees

BHAG (BIG HAIRY AUDACIOUS GOAL) - Aligning it with your business fundamentals

BRAND PROMISE - The key strategic decision that differentiates you from competitors

X FACTOR - Find the 10-30 times advantage over competitors that helps you dominate your industry

ANNUAL AND QUATERLY FOCUS - The short term decisions an executive team can make to drive alignment

TEAM STUDY SESSION

INDIVIDUAL TEAM WORK - Valuable own time, facilitated by Event's Senior Coach

ROCKEFELLER HABITS CHECKLIST - Ten essential habits that reduce the executive time needed to manage the business from 50 hours/week to less than 15 hours

MEETING RHYTHM - The daily, weekly, monthly, quarterly, and annual meeting rhythm and the specific agendas that make them effective and practical

METRICS - The three types of metrics that drive the business on a daily and weekly basis

PRIORITIES - Using daily, weekly, and quarterly themes to drive alignment and focus

ORGANIZATIONAL STRUCTURE - The three types of organizational charts and how to apply them to keep everyone accountable

THEMES - How to use them to make your priorities memorable and add energy to your organization

Fast Facts

EVENT CHAMPION:

TBA

DATE:

31ST October
2018

VENUE:

Le Meridien

RESOURCE:

Christo Popov,
YPO Greater Europe

FEES PER TEAM:

Early Bird Offer (Valid till 14th Sept 2018)
1 to 4 delegates - INR 23,000*
5 and more delegate - INR 21,000*

Regular Registration Fees:
1 to 4 delegates - INR 25,000*
5 and more delegate - INR 23,000*

EXCLUDED:

Travel and
Accommodation

INCLUDED:

All course materials,
lunches and snacks.
Company Diagnostic
prior to the workshop.

REGISTER:

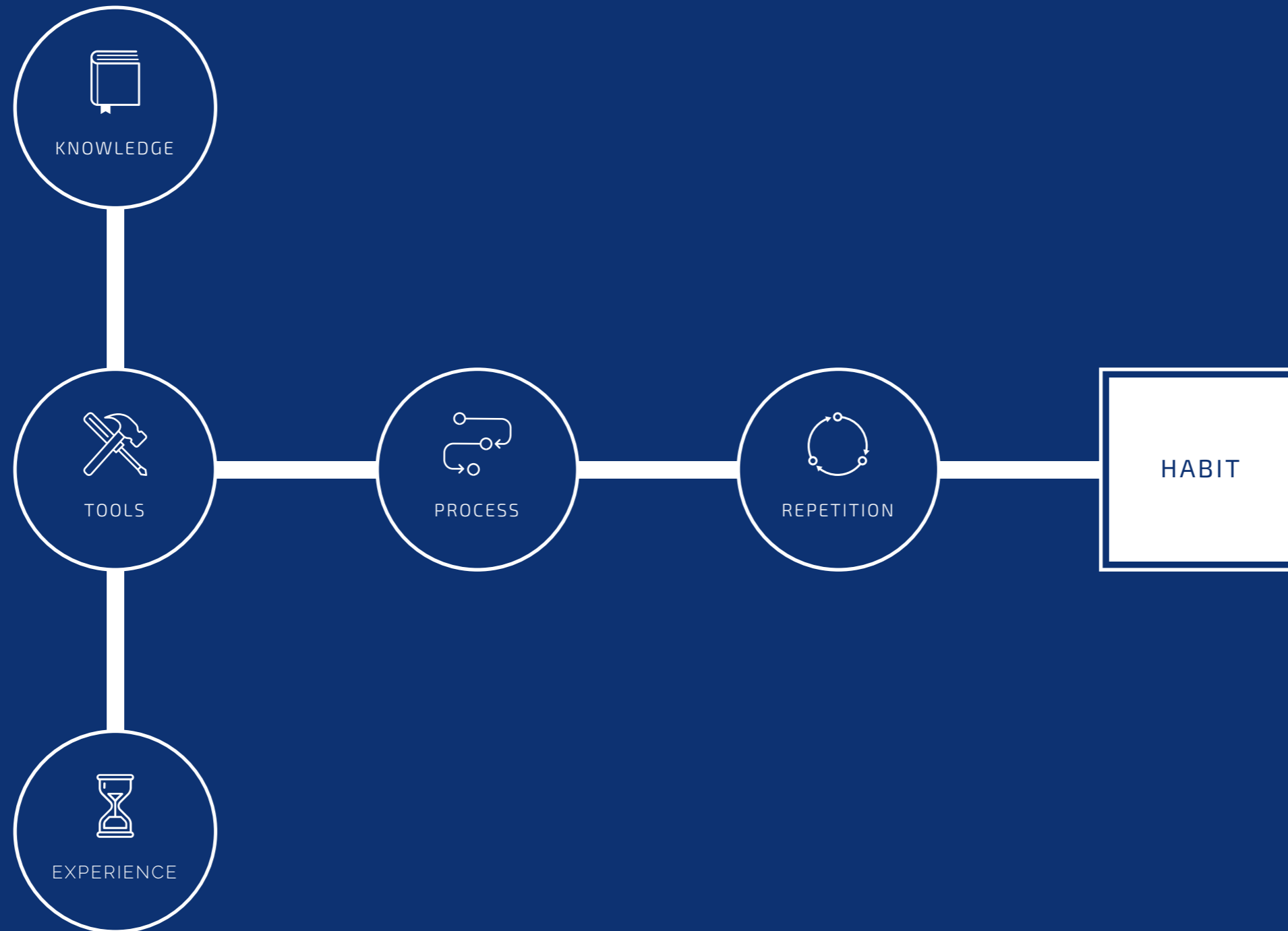
Phone: +91 22 28845186 / +91 9320048060

Email: kavitam@kcapital-us.com

Payment: All payments should be in favour of
Knowledge Capital Services Pvt Ltd

**price is per person and GST applicable @ 18%*





"We are what we repeatedly do. Excellence, then, is not an act, but a HABIT."

Aristotle

80/20

The ultimate efficiency hack is NOT working faster. It is doing the RIGHT thing.

There is nothing so useless as doing efficiently that which should not be done at all.

SIMPLICITY

The ability to simplify means to eliminate the unnecessary so that the necessary may speak. Any intelligent fool can make things bigger and more complex. It takes a touch of genius – and a lot of courage – to move in the opposite direction

BRUTAL HONESTY

Honesty means trust. Trust means speed. Our goal is to cut through management jargon, political chatter and misunderstood and over-exaggerated, cultural “sensitivities” for the sake of brevity, clarity and speed.

Christo Popov



Christo Popov is a seasoned CEO, entrepreneur and investor with over 25 years' experience in senior positions in different industries and cultures across the world. At present, he is a founder and CEO of Fast Track - a bleeding-edge corporate consultancy group and the world's leading coaching company in helping clients implement the Rockefeller Habits. By incorporating state-of-the-art analytics with principles that have been battle-tested over the course of history, FastTrack has distilled an uniquely effective and simple procedure to scale up 1.people and 2.organizations. FAST.

At present FastTrack has over 200 clients in over 20 countries across the Globe.

With an extensive corporate background spanning three decades as a senior executive with multinational giants like McKinsey, Shell, Sab Miller, InBev, and Intersnack, Christo combined this corporate expertise with his entrepreneurial passion to become the founder and manager of more than twenty companies across Europe. Accomplishments that Christo is proud of are:

- A great relationship with his three amazing daughters.
- Founded one of the first Academies for KIDS entrepreneurs in the world
- Founded and managed one of the fastest-growing independent c-store chains in Southeast Europe.
- Developed "100% Think Fresh" fruit juice and won the 2013 BEST product award in Bulgaria.
- Completed over 100 real estate transactions with a total value of over 200M
- Developed over 50 leading brands in beverages, snacks, confectionery, media and retail.
- Acquired world class expertise in Scenario Planning and was part of the Shell Global Scenario
- Planning team and lead the Shell Strategy planning unit.

Christo sits in the Advisory Board of Gazelles International and a number of other international companies. He is a frequent guest speaker in international forums, university events, TV and radio appearances and has publications in Forbes, Fortune, Entrepreneur and others. Christo is a mentor to over 20 startup companies and coach to many young entrepreneurs. He is a prominent member of YPO, member of the European board of YPO, Chair for Education for Europe, and ex-Chair of The Greater Europe Chapter.

Christo holds an MA from Sofia University, MBA from Cambridge, PhD from Harvard Business School, Master of Leadership from European Leadership Institute (joint program between Harvard and INSEAD) and has attended executive programs at London BS, Babson College, Chicago University and others.

"I've been in YPO for 25 years. During that time, I attended 7 1-week Harvard programs, 2 Wharton University Programs, 2 London School of Business programs. I can safely say that what Christo has done is better than all of these put together and the main reason behind this is that he's taking the time to distill the information down to the minimum and with great simplicity. So from a plug-and-play point of view and practical experience - it is phenomenal!"

Walter Frey, YPO Durban, CEO Frey's Food Brands (Pty) Ltd

"I have just added Christo's name to a list of people that have truly transformed my life. I have been on many courses/workshops during my 14 years at Deloitte and 4 years now at Constantia but never has something been so hard hitting and transformational than at this time of my life."

Nicholas John, CEO, Constantia Afripack

"Thank-you thank-you thank-you - for what I trust will be a life and work changing workshop/conference! I am seriously enthused and encouraged following your input and impact last week! Thank-you for simply imparting to us such clarity and correctness with making the most of our work life hey!"

Craig McIntosh, CEO, Otto Bros

Simplicity is the ultimate sophistication

“Fast Track system is SIMPLICITY designed to make an IMPACT. BRILLIANT.”

Xavier Carpinelli, KPMG Monaco

