



Are you really ready for Growth?

Don't miss the workshop attended by more than 20,000 executives

Three questions every effective executive must ask

1. HAVE I PREPARED TO GROW MY BUSINESS
2. DO I KNOW HOW I WILL GROW IN AN UNCERTAIN AND CHANGING ECONOMY?
3. DO I HAVE A CLEAR AND CONCISE PLAN FOR MY LEADERS TO EXECUTE?

If you answered "no" its time to consider

Leading Growth in Tough Times Executive Workshop

Bring your leadership team members and learn how to achieve:

- 2x CURRENT CASH FLOW
- 3x INDUSTRY-AVERAGE PROFITABILITY
- 8-10x MARKET VALUATION

In an information-packed one day, you will plan your business strategies and you will come away with:

A 2010 ONE-PAGE STRATEGIC PLAN FOR YOUR COMPANY

Your annual plan for 2010 with a quarterly focus

PLANS FOR PEOPLE, STRATEGY, EXECUTION, CASH

The four key decisions you must get right to grow

THE ROCKEFELLER HABITS CHECKLIST

10 key habits to move your business forward throughout the year

LEADING GROWTH IN TOUGH TIMES EXECUTIVE WORKSHOP

Dec 2 - 3, 2009

Mumbai | Bengaluru

*"Verne is THE guru of fast-growth companies!"
Those who listen GROW and SUCCEED!"*
– Tom Peters

"Verne is the undisputed expert in helping entrepreneurs grow their firms"
– Ted Leonsis, Vice Chair, AOL and Owner, Washington Capitals

"Verne is extremely enthusiastic and committed to helping companies "manage fast growth". His passion for helping companies grow is clearly illustrated in his sessions. Verne has great material and is a great business guru in the area of "fast growth companies". Weather your organization is in the start up phase or a well established company Verne will push you to work hard at taking your organization to the next level"
– Sunjay Kapur, CEO, Sona Mobility Services

"I bought a company for \$7 million and took it to \$1.3 billion in 3 years. Many of the tools I use to grow and manage firms come from Mastering the Rockefeller Habits."
– Alan Rudy, CEO, Into Great Companies

Presented by



Inspiring Business Intellect

PLAN A SUCCESSFUL ONE DAY EXECUTIVE WORKSHOP

MORNING SESSION

Focus on people and strategy with the highly effective Gazelles One-Page Strategic Plan

- **Cash Model** – increase your cash flow, free up hidden cash
- **People** – hire “A” players and remove “C” players
- **Brand Promise** – make the key strategic decision that differentiates you from competitors
- **Core Ideology** – clarify your core values and core purpose to energize your team members

AFTERNOON SESSION

Learn the 10 Rockefeller Habits Checklist items to improve execution.

- **Priorities and Alignment** – use daily, weekly and quarterly meetings to drive focus
- **Leading and Lagging Indicators** – select the right metrics to drive your business daily, weekly and monthly
- **Organizational Clarity and Accountability** – create a clear organizational chart to increase accountability
- **Themes** – use themes to enliven your plan, make your priorities memorable and add energy to your organization

About your Presenter:



Married to Julie and the father of four children Cameron, Cole, Jade and Quinn, Verne is the founder of two world-renowned entrepreneurship organizations, the **Young Entrepreneurs' Organization (YEO)** and the **Association of Collegiate Entrepreneurs (ACE)**

Verne is presently founder and CEO of Gazelles, Inc., which serves as an outsourced corporate university and hosts a faculty of well-known business experts including **Jim Collins, Geoff Smart, Jack Stack, Neil Rackham, Seth Godin, and Pat Lencioni** and sponsors best practices trips to GE, Southwest Airlines, Microsoft, and Dell.

The **"Growth Guy"** columnist for several publications and a contributing editor for Fortune Small Business magazine, Verne is the author of *Mastering the Rockefeller Habits: What You Must Do to Increase the Value of Your Fast-Growth Firm*, which has been translated into Spanish, Chinese, Japanese, and Korean. Named one of the **"Top 10 Minds in Business" by Fortune**, he appeared on the cover of the Dec/Jan 2002 issue of the magazine.

A Remarkable and highly popular one day workshop With Verne Harnish, “Growth Guy” columnist for Fortune Small Business and Named one of the "Top 10 Minds in Business" by Fortune Small Business (FSB) And Author of “*Mastering the Rockefeller Habits*”.

Verne provides **“practical”** and **“actionable”** tools growth companies can use in creating focus, alignment, better communication and a killer strategy. The objective is tripling profitability and/or dramatically increasing the cash flow of a business, while blocking out competition.

WHEN

Dec 2 - 3, 2009
8:00 a.m. to 4:00 p.m.
check in starts @ 8:00 a.m.
lunch is provided

WHERE

Dec 2, MUMBAI
Dec 3, BENGALURU

COST

1 – 2 delegates
INR 12000*

3 – 6 delegates
INR 11000*

Corporate Table for 7
& above delegates
INR 10000*

K Capital Past Attendees
INR 8000*

* Service Tax will be extra on above fees @ 10.3%

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