

Performance MappingSM for Sales Success: *Creating & Sustaining Your Unique Competitive Advantage*

President's Club Breakfast sponsored by KMG Enterprises

Thursday, October 9, 2008
7:30 a.m. – 9:30 a.m.



kmgSM
enterprises

"No man can win playing another man's game."

Author Unknown

Each of our businesses is truly unique in the competitive marketplace. The more clearly we understand this, the more clearly we communicate this, the better we perform. We all know the stories; "If I just had one more salesperson, everything would change!" We also know how long that person typically tells that story – a long, long time!

Sales Success is rarely an accident. It is typically the result of wise planning, great communication, smart management, focused effort, and consistent patience.

In this highly interactive and fast-paced session, you will:

- Identify your unique strengths and differentiators
- Learn how to sell your vision, both internally and externally
- Discover new "resources" and new paths for growth
- Discover new tools to keep you on course
- Identify & leverage your "touch-points" for greater sales success
- Chart your own Performance MapSM
- Begin your own Improvement Plan Sketch

"The intention of this session is to dramatically shift your thinking so as to allow you to create significant new results, right away!"

- KMG

Speaker **Kevin Gross** is one of the nation's leading experts on entrepreneurship, business development, and entrepreneurship education. He is currently the president of KMG Enterprises, a six-year-old, Chicago-based, growth advisory firm for emerging businesses and their owners. Through thought processes like those discussed in this session, Kevin and his team have often doubled their clients' revenues or profits within less than 1 year of implementation. This is what KMG refers to as "Quantum Growth". To learn more about Kevin and KMG, please visit www.kmgweb.com.

Event Information:

The President's Club Breakfast has been organized to facilitate networking among business, government leaders, and entrepreneurs. Everyone attending is encouraged to introduce themselves. October's President's Club Breakfast will be presenting LACC's newest

Silver Sponsor KMG Enterprises.

Event cost:

\$10 with RSVP, or \$15 at the door

Reserve your seat today:

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Location:

Lazo's Restaurant
2009 N. Western Ave.
Chicago, IL 60647

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