



ELICITING EXCELLENCE

*Helping Successor Succeed
and Owners Get Paid™*

Michael Beck International, Inc.
Portland, OR USA

Business Owner Development Program

Our **Business Owner Development Program** is the perfect solution for preparing a successor to take over leading a smaller company. Our program will help them become more business savvy, communicate more clearly, lead more effectively, and make better decisions.

Our Business Owner Development Program covers things like:

- Effective Communication
 - The Difference Between Leading and Managing
 - Understanding Financial Statements
 - How to Think Strategically
 - How to Influence Others
 - How to Delegate Effectively
 - High Personal Productivity
 - How to Develop Executive Presence
 - How to Bring Out the Best in People
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How the Program Works:

1. Assessment:

We start with a comprehensive 360° assessment to reveal a successor's strengths and identify competencies that need improvement.

2. Development & Coaching:

Based on the results of the assessment, we'll create a 6-12 month coaching program designed to improve a successor's weaker competencies and enhance their strengths.

3. Mentoring:

We'll also help the owner to mentor the successor and expand their responsibilities.