



Successor Development Program

Our **Successor Development Program** is the perfect solution for preparing a successor to take over leading a company. Our Successor Assessments and Successor Development will help them better understand people, have greater influence within the organization, and develop better strategies.

» **A well-prepared successor will:**

- Maximize Growth, Profits & Cash Flow
- Minimize Turnover, Loss of Customers & Risk
- Reduce the Stress of a Transition
- Help Ensure the Founder's Legacy
- Reduce Demands on the Outgoing Owner's Time

» **An effective successor/leader needs to hone their:**

- **Interpersonal Skills**
- **Ability to Drive Employee Engagement**
- **Strategic Thinking Skills**
- **Ability to Influence Others**
- **Decision-Making Skills**

» **Our Successor Development Program focuses on:**

- How to **Lead** (rather than manage)
- How to **Influence** (rather than command)
- How to gain **Commitment** (rather than compliance)
- How to be **Strategic** (rather than tactical)
- How to be **Proactive** (rather than reactive)
- How to make **Good Decisions** (rather than be impulsive)
- How to be **Business Savvy** (rather than job savvy)
- How to think **Long-Term** (rather than day-to-day)