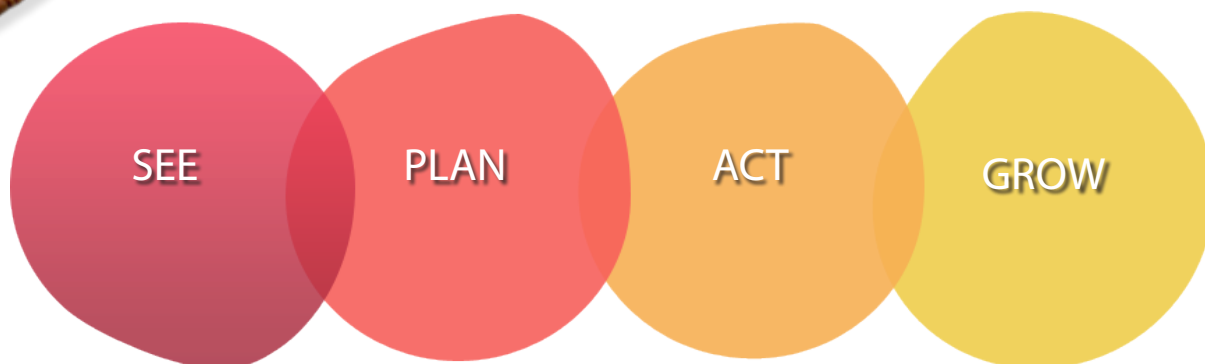




ALIGNING TALENT WITH TACTICS



Business coaching and people development, strategic thinking, business analysis and sustainability planning, to help you execute growth initiatives, set up new businesses, undergo mergers and acquisitions and reduce costs through streamlined operations.

THE BARR ASSOCIATES

"Tomorrow's results start today."

WHAT ARE YOU MOST INTERESTED IN?

- Entrepreneurial business start-up and growth management
- Small business growth management
- New business organization and planning
- Managing people for increased profitability
- Human capital management using assessments for team structuring, promotions, talent understanding
- Customer/Member loyalty and development
- Sales process for business owners and sales professionals
- Company analysis and strategic planning
- Individual assessments
- Business team building
- Sales team building and leadership development
- Expansion planning
- Contraction planning
- Succession planning
- Time and focus management
- Having Sue speak to our company or department

PRESENTATION TOPICS:

- "Attitude, Schmatitude. Get Out of My Face!" (30 min.)
- "Creating Customer Loyalty in a Social Media World" (60 min. segments)
- "Developing a Sustainable Business in a Strange Economy" (60 min. segments)
- "Group DISC: Assessing the Natural Talents of a Group" (60 min. segments)

ADDITIONAL RESOURCES (MORE ONLINE AT www.thebarrassociates.com)

- "How To Deliver What Your Customer Really Wants"
- "New Ideas Start Here"
- "What Do Say When You Hear 'Do You Have A Minute?'"
- "Increased Confidence Can Be Yours"
- "Training Done Well"
- "Strategies Show Why You Are Unique"
- "Validation And Reliability Are Crucial"
- "Team Refocus: 4 Steps To Take Today"
- "Networking Know-Hows - You Can Do This!"
- "Action Steps Check Point"
- "Advisory Boards Are Crucial"
- "Accountability Rests With You"



WHY I'M QUALIFIED TO HELP YOU:

- Executive Director experience with 501C3, 501C5 and 501C6 organizations
- Additional management background with companies doing business internationally
- Marketing expertise in conference and convention planning and on-site coordination of events
- Organized and managed a firm that contracts to provide management services for non-profit associations
- Served as Executive Director for a state research and development commission
- Purchased and managed traffic for international exporters
- Computer efficiencies in Microsoft Office, ACT, and remote location-enabling software

CLIENTS WITH MGT CO.:

American Dry Bean Board, Nebraska Dry Bean Commission, Solid Waste Agency of the Panhandle, Oregon Trail Community Foundation, Nebraska Sugar Beet Growers Association, Scotts Bluff County Board of REALTORS, U.S. Dry Bean Convention, Birdwatch America Tradeshow, Wild Bird Feeding Industry, and the WBFJ Research Foundation

TYPES OF BUSINESSES I'VE WORKED WITH INCLUDE:

Restaurants
Casinos
Military equipment manufacturer
University department
Printing/advertising professionals
Real estate professionals
Agricultural service providers
Chiropractors
Telecommunications
IT/Website Development
Hotels & Resorts

RELATED EXPERIENCE:

- MGT CO., 1987 to present
in Scottsbluff, NE, Sioux Falls, SD, and Moore County, NC
 - Maintain website and social media
 - Implementing clients' Board of Directors policies
 - Budget preparation and management
 - Plan conventions/meetings/conferences
 - Focus on membership recruitment and retention
 - Conduct market and product research
 - Continue accounting services and cost control systems
 - Coordinate public relations and marketing programs
 - Hire, train, evaluate and direct an in-house staff

Our Team

We participate in a network of associates and strategic alliances located throughout the United States ready to provide unique expertise and services to benefit our clients. One of our key alliances is Resource Associates Corporation - our "Research & Development Department." Through RAC and associate relationships, we provide you live or virtual assistance anywhere, anytime.

Our network allows us to help you improve your performance through truly scalable professional development services. For example, we can meet your needs whether you are an individual needing a certified coach, or a global corporation needing several certified coaches using a uniform, yet flexible and highly customizable coaching model.

This diverse network provides us with more than just human resources, though. Using the latest cutting-edge technology, our team of associates forms a network throughout the country as we work from our own virtual offices. Want coaching to further develop you and your leadership team, for example? We can do it: face-to-face with world class materials or virtually using the phone and web-based materials.

We work together as a team to respond to the needs of your team. We network with other professionals and share information without regard to physical location. We travel to your location to meet with you, so we're always conveniently located right where you need us most — on site, at your location, at your convenience.

Tomorrow's results start today! From vision to reaction to reality, we help you make it happen. Call today for a free initial consultation.

From vision to reaction to reality. We help make it happen. Call today for a free initial consultation!

The Barr Associates

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