

Who Benefits from Performance Group membership?

Owners who want:

- Accountability and goal setting with professional coaches and facilitators;
- Peer input, problem solving, and proven idea sharing from industry “Board of Advisors”;
- Regular financial benchmarking and feedback; all to achieve:
- *Faster growth, greater value, better profitability and cash flow in their businesses.*



What's Included:

- 2-day financial “boot camp”/Individual company 3 year financial review
- 2 professionally facilitated live meetings (2-3 days) per year at host member city
- Meeting organization (logistics, bookings for meeting space and hotel)
- Financial benchmark reports & webinar review
- Profile Assessment (communication style, personality assessment, etc.) of each member from Profiles International

Optional:

- 2 hrs access per month to one of the following: part time CFO, family business advisor, business coach, leadership coach
- Online key performance indicators (KPIs) linked directly from accounting software, available 24x7

Our Requirements:

- Minimum membership of 7 companies, maximum of 12 companies
- 12 month minimum commitment and must be willing to give as much as you get from group
- Only active owners included in initial membership (group will create and adjust future by-laws as needed)
- Membership fees: TDB, depending upon optional services used

Performance Coaches/Facilitators



Lauren Owen MBA, www.redpointcoaching.com. Lauren is a family business advisor and former partner at Business Resource Services (BRS), where she was publisher and project manager of the American Rental Association (ARA) Cost of Doing Business (CODB) Reports from 1999-2007 and BRS' performance group programs. Lauren's 25+ years of experience of working with closely-held and family businesses in diverse industries has given her keen insights into the underlying causes

and symptoms of poor performance.

Urs Koenig MBA/PHD, www.redpointcoaching.com. Urs Koenig is the founder of RedPoint Business and Executive Coaching, specializing in leadership development and business development strategies. His approach combines a successful track record as a leader in business, academia and competitive sports with professional executive coaching and facilitation skills. As a business and executive coach, Urs has worked with 100+ leaders from businesses large and small helping them to lead more effectively, improve their bottom line, while finding more personal fulfilment in their career.

Financial Coach



Steve Abercrombie. Steve has spent over 35+ years helping business owners improve their cash flow and profitability. He started his career as a banker, Rainier Bank (now Bank of America), rising to Vice President/Manager. He then founded a community bank, spending five years as CEO. Steve was President and partner with BRS, a financial education and training company, providing customized financial training and benchmark services to banks, trade associations, corporations and franchise groups. His clients included the American Rental Association (ARA), Chemical Bank, Compass Bank, Bank One, ProSource Wholesale Flooring, Carpet One,

FTD, and The Little Gym International.

As one of ARA's most popular speakers, Steve developed custom programs and innovative benchmark studies (CODB 1999-2007) for the industry. Steve's passion is in helping his clients find and manage the profit and cash flow drivers and improve overall value in their companies.

For more information, contact info@redpointcoaching.com or 206.427.2856.