

PREPARING FOR THE COMING YEAR

In most small companies, preparing for the coming year means:

- Increasing the sales targets over the last year;
- Adjusting the operating budget; and
- If times are good, maybe considering hiring additional help and making capital additions.

In today's business world, that will not be nearly enough for a small company to continually improve its profit, productivity, and growth.

In today's business climate, preparing for the coming year requires:

- Understanding the composition of the market so customer segments can be identified and accommodated;
- Understanding the competitors in the market, their strengths and weaknesses, and their share of the market;
- Understanding the employees, new and old, their motivations, their expectations and their learning needs;
- Identifying the many unrecognized opportunities hidden in the company;
- Identifying ideas and improvements from other businesses that will improve your company;
- Recognizing how advances in technology will impact the company both short term and long term; and
- Recognizing how changes in government taxes and requirements will impact finances and operations.

Laddie Hutar will help you "Break Out of the Box" and become more creative and innovative in finding more effective ideas and techniques to improve your profitability and productivity.

IF YOU WANT TO CONTINUOUSLY IMPROVE YOUR PROFITS AND PRODUCTIVITY, AND DEVELOP A SUSTAINABLE GROWTH CULTURE, YOU SHOULDN'T MISS THIS SEMINAR.



Laddie F. Hutar has been helping small companies grow for over 45 years. He combines wide knowledge of small companies, extensive research and creative thinking to find the right tools for each client to grow and prosper. During over 77,000 hours of field consulting, Laddie has developed more than 25,000 solutions that have helped his clients increase their value by over \$500 million. He is a Certified Growth Consultant and holds a degree in Engineering from Purdue University and an MBA from Harvard Business School.

MAIL YOUR COMPLETED REGISTRATION FORM AND CHECK FOR \$100 MADE OUT TO HUTAR GROWTH MANAGEMENT INSTITUTE TODAY!

DATE: WEDNESDAY, NOVEMBER 13, 2013 TIME: 7:30 AM TO 11:00 AM (DELUXE BREAKFAST INCLUDED)

LOCATION: CAFÉ AT GLENVIEW GOLF CLUB, 800 SHERMER ROAD, GLENVIEW, ILLINOIS 60025

Complete the form below and return to Hutar Growth Management Institute at the address below.

Name: _____ Title: _____ Type of Business: _____
Company: _____ Address: _____
City: _____ State: _____ Zip Code: _____ Yrs in Business: _____
Email: _____ Telephone: _____ Fax: _____

____ Yes, I will attend Preparing for the Coming Year. My payment is enclosed.

____ No, I cannot attend, but would like more information on your services for small businesses.



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