

## COPING SUCCESSFULLY WITH THE NEW NORMAL IN SMALL COMPANIES

**The luxury of being able to extrapolate from last year's results to next year's goals is gone!**

Every small company will be dealing with fluid environments, both internal and external.

The internal environment will be reshaped by:

- The rise and fall of new technologies including the increased need to utilize various social media tools;
- The entry of the new generation of workers with their sometimes radically different viewpoints;
- The increasing demands of customers/clients for individualized products and services; and
- The need to adopt business intelligence and data analytics to keep pace with competition.

The external environment will be reshaped by:

- Increasing government regulations and taxes;
- The increased volatility of competition as old companies close and new companies enter the marketplace; and
- The lowering of barriers to market entry provided by technological advances.

In this seminar you will learn what to do to successfully:

- Navigate the ups and downs of business in the new normal
- Achieve and maintain profitability in any economy
- Continuously improve productivity
- Develop a culture and pattern of continuous growth

**IF YOU WANT TO IMPROVE THE PROFIT AND PRODUCTIVITY OF YOUR COMPANY, YOU WON'T WANT TO 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 \$50 MADE OUT TO HUTAR GROWTH MANAGEMENT INSTITUTE TODAY!**

**DATE: WEDNESDAY, OCTOBER 9, 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 Coping with the New Normal in Small Companies. My payment is enclosed.

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



**HUTAR GROWTH MANAGEMENT INSTITUTE HELPING CLIENTS GROW SINCE 1967**

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