



Take Your Business to the Next Level!

Work with executive coach Patrick Frazier with a group of non-competing businesses who are also looking to grow.

Brainstorm ways to improve your growth strategies and make better decisions regarding people, strategy, execution, and cash.



Elite Excel

**BUSINESS
SUCCESS
PLATFORM**



Experience



INnovations



IN-Tandem



LEAD



PODS



Storefront
Strategies

The Four Decisions

Decisions equal success – and there are four decisions, in growing your business, that you must get right or risk leaving significant revenues, profits, and time on the table. These four decisions: People, Strategy, Execution, and Cash.

People challenges impact your happiness and can be either a source of energy or an emotional drain. Until you settle these relationship issues, they'll continue to consume a tremendous amount of emotional energy, making it difficult to focus on the other three main decisions.

Strategy challenges are indicated by a slowing in top line revenue growth. If revenue is not growing as quickly as you like, then it's time to re-examine your strategy i.e. what you're selling and to whom.

Execution challenges surface when your increasing revenues are not generating increasing profits.

And the last challenge is **Cash**. The first law of entrepreneurial gravity is "Growth Sucks Cash." Learn how to use proven methods to double your operating cash within the next twelve months.

Elite Excel consists of (1) 2-hour session a month for (4) months. Participating organizations may bring up to three members of their leadership team to the sessions.

Patrick Frazier, Executive Coach, works with medium and large companies developing growth strategies.