

CEO Coaching to Earn More. Work Less!

Increase Profits 61% in 12 Months & Build Equity of \$10 Million+ in 5 Years

(Program's Objectives)

Learn SBDC's Strategic Growth System to "Earn More. Work Less!"

Attend to gain insights on your current challenges through professionally facilitated, open strategic discussions. Everyone participates. Everyone learns. Each CEO receives support, feedback, strategies, perspective, and accountability with the clear goal to **"build a profitable business that works without the owner, to ultimately SELL IT."**



"...ultimately only one reason to create a business of your own, and that is to sell it!"

*The E-Myth Revisited:
Why Most Small Businesses Don't Work
and What to Do About It*
Voted the #1 Business Book by Inc. 500 CEOs.

**Create Systematized Plan to Earn More &
Build Effective Processes to Work Less & Build Equity to Sell**

- **CEO Accelerator:** 12 Wednesday Mornings October 3 - December 19 (9am-12pm): at Bowie City Hall; 12/19 Session in Columbia, MD
Normal Cost: \$1,580 **Reduced to \$500 by Chesapeake Employers Insurance For Selected Maryland Firms**
- **Growth Accelerator:** 6 Wednesday Mornings October 3 - November 7 (9am-12pm) at Bowie City Hall (Bowie, MD) Normal Cost: \$790 **Reduced to \$250 by Capital One Bank For Selected Maryland Firms**

NEW for Fall 2018!
GovCon Accelerator

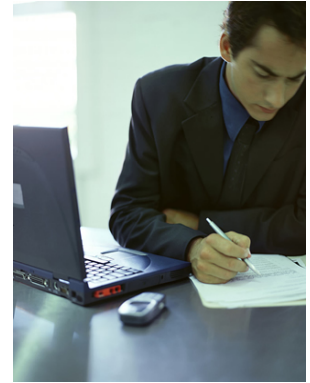
Fast Paced Version of CEO Accelerator for Fast Growing Government Contractors

2 1/2 Days (21 Total Hours) of Training & Consulting Normal Cost: \$1,580 **Reduced to \$500 by Chesapeake Employers Insurance For Selected Maryland Firms**

- 2 Full Days: Thursdays October 4 & October 11 (8:30am-5:30pm) at PSA Insurance Building (Hunt Valley, MD) and Morning (9am-12pm) Wednesday December 19 at Maryland Center for Entrepreneurship (Columbia, MD)
- 2 Full Days: Thursdays November 8 & November 15 (8:30am-5:30pm) and Morning (9am-12pm) Wednesday December 19 - ALL SESSIONS at Maryland Center for Entrepreneurship (Columbia, MD)

Limited Space is Available APPLY NOW: <http://bit.ly/CEOCochSBDC>

Article: ***Building Profitability & Sustainability in 2018***



CEOs forget that business is about servicing others with the purpose of making money. The *CEO Accelerator* Growth System breaks a business into 10 areas, five that increases profits and five that reduces owner dependency. The growth systems shows business owners to drive a 61% annual increase in profits. The difference between a good company and a great company (one that provides the owner with **"Time & Money"**) are those who understand and work on these 10 areas.

Read an excerpt from the *CEO Accelerator* manual and two short videos on building profits about the 10 Keys to Accelerate Growth in 2018.

<http://bit.ly/10Keys2Profitability>

Enjoy,

Russell

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Director of Training

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www.marylandsbdc.org/accelerator



SBDC at University of Maryland is the only state-wide program that provides world-class executive coaching exclusively to CEOs of independently owned businesses.

"I have seen a significant improvement in new account acquisitions as well as repeat business, all because of the SBDC's "Drive 5 to Earn More" approach to accelerate profits. Sales are up by nearly 100% within the last 12 months. I sure hope my competition does not learn about this simple tactic."

Harry White, Owner of BW Communications
MBE Certified Contractor

