

Are you on track to achieve results for growth and success in 2011?

MASTERING the ROCKEFELLER HABITS

Four Decisions™ Executive Workshop

Thursday, June 23

Washington State Convention Center
800 Convention Place, Seattle, WA

Register at:

<http://gazellesworkshopseattle2011.eventbrite.com>

For CEOs and their Leadership Teams: Join the exceptional company of more than 20,000 executives who have attended this workshop.

Spend the day with a Certified Senior Coach and you will GAIN:

1. An overview of the Four Decisions™ (Mastering the Rockefeller Habits): People, Strategy, Execution and Cash.
2. Simple, practical and applicable Execution Tools to improve your business results right away.
3. An executable, complete quarterly plan for the current or following quarter, built with your team.
4. A Team Talent Review that identifies your A, B and C performers and specific "next step" actions.
5. The key traits of a Superior Sales Force and how to evaluate and boost your sales program for a strong Q3 and 4.

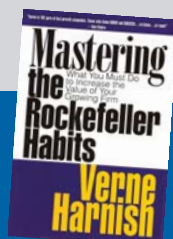
"The Rockefeller Habits have improved all aspects of our business in the past six years. Using the Top 5 and Monthly One-Page Strategic Plan systems, we have succeeded in consistently focusing and delivering performance on key priorities and metrics. The Topgrading system has produced the most high-performing group of staff in our company's history. The regular Meeting Rhythms and Core Values we've implemented have improved communication and understanding by and between all levels of staff and management within our organization. All of this has been taught and delivered with warmth, enthusiasm, and expertise by Ron Huntington. As we pass our 6-year anniversary with Ron, we still marvel at his knowledge, coaching and facilitation abilities. Continuing to tap into Ron Huntington's experience and leadership will remain instrumental in our ongoing success and future growth."

*Andrew MacKay, Owner & General Manager
DM Contact Management, Victoria, Canada*

"We are really excited about developing the discipline and goal-setting that comes from following the Rockefeller Habits and the 4 Decisions. Working with Ron Huntington has been truly great in terms of validating what we are doing well, and confronting the brutal truth around where we need work. The 2-day planning session we recently completed with Ron was extremely energizing and validating for our leadership team."

*Steve Carrigan, Owner
ABC Legal, Inc., Seattle, WA*

All participants will receive a **FREE** copy of Mastering the Rockefeller Habits!



Presented by



Learn how to accelerate profitable growth using the Rockefeller Habits.

You will learn the following for GROWTH in 2011:

1. **STRATEGY** Draft your "7 Strata of Strategy" so you are positioned for topline growth
2. **BRAND PROMISE** Build and/or review your Brand Promise and tune it for success
3. **CASH CONVERSION CYCLE** Learn five ways to find cash in your company
4. **PEOPLE** Determine if you have "The Right People in the Right Seats" and assess your team
5. **SALES FORCE** Learn five key steps to build a Superior Sales Force and two key tools to do so
6. **RELATIONSHIP & PRODUCTIVITY DRIVERS** Learn the KPIs that measure and ensure a balance between "getting things done" with "caring for key relationships"
7. **EXECUTION** Learn or review the 10 Rockefeller Habits checklist to strengthen execution
8. **THREE DISCIPLINES** Learn the three key execution disciplines of Priorities, Metrics and Communication Rhythms
9. **QUARTERLY FOCUS** Make your most critical short-term decisions to your 13-week race
10. **EVALUATION** Learn how to more closely listen and measure Customer feedback

Four Decisions™

The Four Decisions refer to the critical decisions that growth companies must get right to maximize their revenue, profit and time. These four decisions involve the areas of People, Strategy, Execution and Cash. This workshop will teach you tools for making the right decisions in each of these areas.



About the Presenters



RON HUNTINGTON

Ron Huntington has a proven track record of success in his more than 30 years of entrepreneurial business development, ownership and general management experience, which includes: Start-up's, operations management and financial stewardship. He received his Bachelor's degree from the University of

Washington in Communications and Sociology studies.

Ron Huntington is currently principal of his own business consulting company, Executive Mentors & Trainers (EMT) in Seattle, Washington, an active Partner in Sound Investments, a successful Pacific Northwest Real Estate Development Company, and is the Founder, Past President and Emeritus Head Coach for Gazelles and the Gazelles International Coaches Association. He is one of the original — and most tenured — Coaches for Verne Harnish in the Gazelles International Coaches Program.

Ron is a Certified Advanced Facilitator of The Birkman Advanced Methods, is affiliated with Dave Kurlan's Objective Management Group in Sales Performance Coaching & Consulting, and has been classically trained in the Sandler Sales Techniques. He is also a Professional Member of the Society of Human Resource Managers.

A licensed Private Pilot, he brings exceptional insight, attention to detail, discipline and precision to his Clients in the successful execution of the Gazelles Processes and Rockefeller Habits within their companies.



KEITH UPKES

Keith Upkes is President of The Upkes Group where, as a Contract CFO, Executive Coach and Business Consultant, he applies his more than 25 years of experience in financial and business management. In 2003, Keith left his position in corporate America to start his company, which provides financial dashboards

and scorecards for businesses, management coaching, financial officer services and support, and custom financial reporting. Prior to starting The Upkes Group, Keith was the Controller for a Vancouver, Washington paper converter for 6 years and the corporate Controller for 18 years for a Portland, Oregon manufacturer of heavy trailers.

A certified Gazelles International Coach, Keith has significant experience in all aspects of business management with an emphasis in financial management, business strategy, accounting systems and accounting department management.

REGISTER AT

<http://gazellesworkshopseattle2011.eventbrite.com>

YOUR INVESTMENT

\$795 per person

Business Attendee

\$645 per person

Business Attendee (3 or more from a company)

YPO, EO or Qualified CEO Roundtable Group (1 or 2 from a company)

\$595 per person

YPO, EO or Qualified CEO Roundtable Group

(3 or more from a company)

\$495 per person

Social Sector, MRH Workshop Alumni CEO/President

YOUR TIME

Doors open at 8:00 a.m. Workshop begins at 8:30 a.m. sharp and finishes at 5:00 p.m.

Breakfast & Lunch Provided

For details, contact Ron Huntington at ron@emtconsulting.com or 206.860.1554

For other dates: Visit www.Gazelles.com