

# Business Building and YOUR Strategic Plan

**Imagine** just for a moment going to the grocery store and that you leave your written grocery list at home. What happens is usually the beginning of a disaster - you **SPEND** more time, you **SPEND** more money, you **SPEND** more energy and you **SPEND** more feelings. And what you probably didn't realize is that **grocery storeowner absolutely loves you because your SPENDING** made him that much more richer for the day. By not having that written list or plan, you are now on the grocery's owner plan.

**Your destiny is now controlled by someone else!**

**Now think about your business!**

- Are you where you wish to be?
- Do you wonder why others in the same industry appear to have more success?
- Are you curious how others are starting new businesses in the same or similar industry when your business is not growing and possibly faltering?
- Are you tired of putting out fires and scrambling just to make ends meet?
- Do you believe that your employees are not pulling their fair share?
- Would you like more time to play golf, vacation or just take an afternoon off?
- Would you like to see your business results double in 30 to 180 days?

If you answered **Yes** to any of these questions, then maybe it is time to begin **working ON your Business instead of IN your business**. The creation of a **Strategic Plan - who does what by when** - may be what you need.

Call **219.838.0176** or **219.508.2859**

To **register Now!**

**Seating is Limited. Only 5 Seats Still Available**

Beginning in August 14, 2006 and for 10 weeks, Leanne Hoagland-Smith will conduct via tele-conferencing a business building classes directed specifically to small business owners who have no strategic plan or wish to update their current plan. **You** will have the opportunity to visualize, crystallize and commit to writing a path that will help **you** achieve the future that **you** envision for yourself. Using a quarter of a century proven process, **you** will uncover those obstacles that have kept you from being as successful as you believed that you could always be and will learn how to look at market conditions, operational issues and performance benchmarks with a different filter.

Not only will you have 10 weeks of group coaching (a total of 20 hours), you will also have 2 hours of one on one executive coaching and 4 - 90 minute group follow-up sessions. Each paid participant will receive text, CD, workbook and binder along with electronic files.

**Did you know that coaching provides anywhere  
from a 200% to 1000%?  
Return on your Investment (ROI)  
within 30 to 180 days?**

**Now think about your business results and  
having results.**

**The creation of a Strategic Plan –  
Who Does What By When –  
will allow you to work ON your business  
instead of IN your business.**

**If you are not:**

- **Consistently ahead each month and year in sales and profits**
- **Happy with your business results**
- **Making your weekly, monthly and quarterly goals**

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# **If you don't want the future of your business in the hands of your competitors, then invest in your business and in yourself.**

Investment for the 10 weeks of classes, the one on one executing coaching, the 4 follow-up group sessions, the material, unlimited email access to the executive coach and emergency phone calls to the coach is \$1,395.00 with a **MONEY BACK GUARANTEE**. NOTE: A \$300 non-refundable retainer is required for materials and to reserve your seat. You receive 6 hours of group coaching, unlimited email support and telephone calls during the first 3 weeks from the Executive Coach, Leanne Hoagland-Smith, M.S. If after the third session you are not happy with the results, you are not obligated to pay the balance of \$1,095.

## **Here is what some of Leanne's satisfied clients have said about her knowledge and ability to help them secure results.**

*"I have learned more in 90 minutes from you than from the other business building classes I have taken during the last several years."* [Web Designer](#)

*"...facilitation skills have provided me the needed direction that I required to meet my growth objectives. ... understanding how to work smarter, not hard, becoming a better communicator and simultaneously developing a sound effective business plan."* [Promotion and Custom Apparel Business Owner](#)

*"...we realized a return on investment from your services within 90 days. Now almost 6 months after your services, we still have employees actively participating in this performance centered program."* [Telecommunications Executive Vice President](#)

*"It is unusual to put such recent lessons to immediate use, but that is exactly what has been happening....Adopting the planning process you've taught us along with a periodic review of progress toward goals, will no doubt bring a lot more focus and satisfaction to our personal and professional lives."* [Market and Product Analysis Professional](#)

*"This has been a life changing process for me....I'm reaching higher than I've ever allowed myself to before."* [Certified Financial Advisor](#)

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Leanne Hoagland-Smith, M.S. ~ **ADVANCED SYSTEMS - The Small Business Coach** on the South Shore ~ 219.759.5601 or 219.508-2859 or [www.processspecialist.com](http://www.processspecialist.com)