

TAB[®] EXTRA

THE ALTERNATIVE BOARD[®]



In addition to the monthly TAB Board meetings and the monthly private coaching sessions that are part of TAB's Core Membership, we also offer the following additional services to help you take your business to the level of success you desire.

TAB[®] CORE⁺² AND TAB[®] CORE⁺⁴ MEMBERSHIP PROGRAMS

These membership programs provide an additional two hours or four hours of services each month, in addition to the monthly TAB Board meetings and private coaching that are part of the TAB Core membership. In this additional time, a TAB Facilitator/Coach facilitates monthly management team meetings, partner meetings, family council meetings, or meetings of specific departments within your company (such as monthly sales team meetings). Having an expert Facilitator/Coach has proven to bring about greater results from your company monthly meetings.

THE ALIGNMENT FACTOR[™] (TAF) TRAINING PROGRAM

We provide a comprehensive 12 month training program (2 to 2 ½ hours per month) that unlocks potential, boosts employee performance and increases profits. This program, proven to bring about more productivity and less stress, works directly with company Key Decision Makers and the people who report directly to them. As each factor of Alignment is adopted at the top level, Alignment spreads throughout the company by the direct reporting managers with those who report to them. Based on Allen Fishman and Jason Zickerman's book THE ALIGNMENT FACTOR, which hit the #2 spot on Amazon's Entrepreneurship list.

STRATEGIC PLANNING PROJECTS

We provide strategic planning services to help you lead your business in a way that supports the full achievement of your vision for business success and your vision for personal success. You need both! We will work with your company on strategic planning, using real-world processes proven to work for privately owned businesses in all industries and market environments. These processes will help you work on your business, not just in it! As a direct result of these processes, we can give your business a significant strategic advantage in the marketplace.

FACILITATING ANNUAL MANAGEMENT TEAM MEETINGS

We can provide the facilitation skill and experience in bringing about the focused results you need from your annual management team meetings. These strategically sound results literally cannot take place if the owner, or any employee of your company, facilitates the annual management team meeting.



THE ALTERNATIVE BOARD[®]
The Business Owner's Strategic Advantage

TAB[®] EXTRA

THE ALTERNATIVE BOARD[®] : THE BUSINESS OWNER'S STRATEGIC ADVANTAGE

EMPLOYEE BEHAVIORAL SURVEYS

We will analyze and give advice from results of employee behavioral surveys. These surveys will show you the natural behavioral style and the adapted behavioral style of your employees. The employee behavioral surveys show you, step-by-step, exactly what to do – and stop doing – to unleash the potential and dramatically enhance the personal effectiveness, of your team starting today. Your management will be more effective when you better understand those that work for you. This survey will identify the best communication style to use with those you work with to most effectively relate to their unique styles.

SALES CANDIDATE ASSESSMENTS

We will help you eliminate 96% of the mistakes made when hiring salespeople (and sales managers too). We use a sales candidate assessment to provide easy, accurate and insightful information that you can rely on to choose winning salespeople (and sales managers). Your sales candidates will complete a comprehensive set of questions. The results provide powerful information that is then emailed to you for you to use when interviewing and selecting your sales (and sales manager) candidates.

IN-DEPTH BUSINESS DIAGNOSTIC PROJECTS

We will help you analyze your company's performance and prioritize goals to achieve the results you need to stay one step ahead of your competition. As part of providing your company diagnostic, we will use TAB Business Vantage[®]. This tool provides an in-depth online assessment designed to address ten key areas of performance that affect practically every business. The resulting data will equip you with the information critical to propel your company for future success. You will be able to determine what needs to change in your management and organization. Your decision-making will sharpen and you will open your eyes to new alternatives and opportunities.

CONSULTING

We can develop highly customized solutions that help your business achieve its goals. We do this by leveraging decades of personal business experience and market-specific expertise. We have successfully implemented these confidential, highly focused, highly targeted business solutions through short term consulting engagements, and through engagements of a longer nature.



First Name, Lastname, City, State

TAB-Certified Facilitator/Coach[®]

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Special area(s) of expertise:

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