

GIVE YOUR BUSINESS A KICKSTART FOR 2021!

90 DAYS TO PIVOT

January 2021- March 31 2021

PIVOTLEADER
INC

COURSE FORMAT

6 x 75-90 minute training sessions

6 x Coaching Sessions

Book Reviews, videos and other materials to support training sessions

Weekly accountability reporting

THE COURSE: 90 DAYS TO PIVOT YOUR BUSINESS

Have you had to adjust your business to slowdowns caused by a changing forest industry, or to the uncertainty of the pandemic? Have you responded to the opportunities that exist in the mining sector, or the those that have been created by pipeline construction?

We can help give businesses like yours a kickstart in 90 Days!

90-Days to Pivot Your Business is a comprehensive 3-month program that works with your busy schedule to inspire and motivate you and your team. Delivered by Certified Professional Business Coaches who have owned and led businesses here in the North, the program provides training and one-on-one coaching for you and your team and is aimed at developing new skills and practices that will allow you to overcome the challenges and take advantage of the opportunities before you.

90 DAYS TO PIVOT

Specifically, there will be **6 x 75-90-minute training sessions over the 90 day period**. Two sessions each month will be held by Zoom for you to take in from your home or business. These are specifically designed for you and your team members who want to join the training sessions. These sessions will include:

1. Implementing a 90 Day Plan for You and Your Team: 90 Day planning works to engage your team and take your business to the next level. We will work through a 90 day planning session with you in real time.
2. How to Take Advantage of Opportunities and Overcome Challenges in the North.
3. Measuring What Matters: Understanding financial statements and Key Performance Indicators that you probably should be looking at.
4. Effective Marketing in a Digital Age: Marketing is changing but some of the key essentials remain the same. We will show you and your team what has changed and how to navigate the changing landscape to get better results.
5. Every Brain in the Game: Best practices to engage all your team members to support your growth and reduce reluctance to change.
6. The Wrap Around: In this session we will re-evaluate the success of your 90 day plan from January and build a new 90 day plan for your business to take you through June.

6 dedicated one-on-one coaching sessions: aimed at helping you or your emerging leader, meet the biggest challenge or opportunity that your company is facing. Whether you're being confronted by lower profitability, marketing issues, time management, people problems, sales processes, or succession planning, we can help. These one-on-one sessions will be completely confidential and will take place by Zoom conference, or in person depending on your location.

Costs: \$4995.00/per business

- Add additional 2 x 1/2 day sessions onsite with your team, Total program cost with added travel and expenses \$7500.00
- (Funding may be available to support businesses that have been adversely affected by economic changes)

Space is limited, Book your spot now! Email: emily@pivotleader.com or Call 250-617-7467



DAVE FULLER, MBA, CPBC

Dave has worked with leaders from over 200 organizations from 3 continents in the past 5 years. He believes that leaders grow from continuous application of best practices and new knowledge. Dave has 35 years of experience owning and running his own companies with up to 50 employees. Dave has facilitated training for hundreds of business professionals over the past 5 years to help them Earn More and Worry Less. **Instructor Qualifications:** MBA UNBC, Certified Professional Business Coach, Certified DISC Trainer, Authorized Trainer for PBCA Canada, Author of the book Profit Yourself Healthy.



NORM ADAMS, CPBC

Norm is a trainer, facilitator, and business developer with 10-years recent experience in the financial sector, Norm has 30-years experience working with public and private corporations in Canada and the United States. Norm has extensive experience training and fostering leadership in people and their organizations. **Instructor Qualifications:** BCommUniversity of Alberta, MBA Candidate, Certified Professional Business Coach