

GROWTH | DRIVEtm

Where business advisors go to be **great** at what they do.

Mission: To invest business advisors with the knowledge, tools and support you need for **increasing client capacity in the three dimensions of business growth**

Vision: Growth-Drivers will leave an indelible positive mark with
\$1 Trillion of Privately Held Businesses

Guiding Principles: as business advisors,

- ✓ **We Stay Sharp** *(gain and maintain knowledge)*
- ✓ **We are Net Givers** *(life is not a zero-sum game)*
- ✓ **We prize close, personal experiences** *(pursue deep understanding, forge meaningful relationships)*
- ✓ **We are transformative not transactional** *(we always focus on the ends rather than the means)*
- ✓ **We strive to leave an indelible positive impact with each client and with our peers** *(what we do for you today is designed to deliver over the long term, to change your DNA as a business and professional)*

And our behaviors bring these principles to life.

The Growth-Drive Summit

November 6-7-8
Fort Lauderdale
Open to All

Theme: Best Practices for 3 Year Growth Engagements

Imagine...

Connecting with your peers and developing **skills for winning and executing profit & value growth engagements.**

Build a thriving advisory business: we are committed to your success. Make 2024 your best year ever.

Our Promise to You:

You will leave this conference with **skills, tools and techniques** you can **apply** in your advisory business **immediately.**

November 6-7-8
Fort Lauderdale
Riverside Hotel





The Growth-Drive Summit is our Annual Gathering

OPEN TO ALL!

Agenda: 2 Full Days

Travel

Monday Nov 6 1:00-5:00

- Welcome
- Being the CEO's Peer
- Getting the head on Straight: Creating a Senior Leadership Team
- Panel: Equity Value Planning

Tuesday Nov 7 All Day

- **Advanced Learning:** Working a Client Profit & Value Growth Case using CLARITY
- **Biz Dev** using LinkedIn - techniques for winning
- Biz Dev: **Best Practices for using the CLARITY Lead Generator**
- **Harnessing the power of AI for better plans and execution**
- and more!

Networking Cocktail Party

Wednesday Nov 8 7:30-12:00

- Build a Thriving Advisory Business: The CEO Workshop Marketing Event - skills dev workshop
- Working with COIs, winning new

*Travel, Golf etc.
Hey, you're in Florida!*

Monday 1:00-5:00

Focus:

- ✓ Creating long-term relationships with CEOs
- ✓ Setting up to Win: Secrets to Building an Effective Senior Leadership Team
- ✓ Equity Value Planning: Panel Discussion about the Ultimate Measure of Business Success

Tuesday 7:30-5:00 *-meals included*

Morning:

Skills Dev Workshop: Using 'CLARITY Strategic Capacity Analysis™' in a Client Case

- ✓ Small Group Collaboration
- ✓ Case-based
- ✓ Solving real-world client problems
- ✓ Each group solves a different aspect of the case and presents
- ✓ Group dbrief of approaches and results

Tuesday 7:30-5:00 *-meals included*

Afternoon:

- ✓ **Biz Dev** using LinkedIn
- ✓ Best Practices using the **CLARITY™ Lead Generator** to successfully start growth conversations
- ✓ **Harnessing the Power of AI** for Profit & Value Growth Engagements
- ✓ **Panel Discussion:** What We See from the Triggering Event through Execution

Wednesday 7:30-12:00 *-inc breakfast*

Skills Dev: The CEO Workshop Marketing Event

After completing this workshop you will have practiced:

- ✓ Working with Strategic COIs
- ✓ Getting CEOs into the Room
- ✓ Preparing
- ✓ Delivering
- ✓ Following Up to Win New Engagements

Facilitated Group Discussion of Conference Takeaways

- ✓ All sessions
- ✓ Tools and resources
- ✓ Meals
- ✓ Networking Cocktail Party
- ✓ Skills you can apply immediately

Similar events cost \$1500, even \$2500

Your participation is only \$995

and **save \$300**

Limited time **only \$695**

Register now: savings ends; room block booking up

There's more...

On **Sunday Nov 5** you can also participate in special training:

Facilitation Skills for Delivering Extraordinary Results

Part 2 of the Fearless Business Advisor Course

Practice the skills you'll use preparing and delivering events:

- ✓ Strategic Planning Retreats - *earn \$25,000*
- ✓ CEO Workshop Marketing Events - *earn \$\$\$ new clients*
- ✓ Senior Leadership Alignment Workshops - *earn \$3000-\$10,000*
- ✓ Meetings in the Execution Leadership System - *earn \$36,000-\$60,000*

and more...



The SUMMIT is your opportunity to learn, practice and share critical skills:

- ✓ Expanding your reach and impact
- ✓ Winning new Engagements
- ✓ Planning and Executing Skills for Solving Real-World Client Problems
- ✓ No other system makes profit and value growth so actionable!

Come learn, have fun and grow your network.

Early Bird is Ending
Register Now and Save

Sponsorship Opportunities
sales@growth-drive.com



Scan this with your phone camera:



Two Options to SAVE:

- ✓ **Save \$300** on the SUMMIT with Code **NOV2023** (limited time)
- ✓ Save 30% (almost \$750!) use code **SAVE30** and combine Facilitation Skills Workshop and Summit

Need Help? support@growth-drive.com