

2011 Breakfast With Champion Topics - Subject To Change

Topic Note: Please feel free to offer a different topic for consideration

Accounting/Software

Estimating Software

Integrated Software Programs

Job Costing

Business Development

Acquisitions

Benchmarking Your Business

Building the Value of Your Business

Cash/Credit-How to Play the "Banking Game" in a Tight Economy

Cash Flow Strategies in a Tight Market

CEO Skills: Coaching to Excellence

Creating a Strategic Business Plan

Diversifying Into New Services

Effective Budgeting To Drive Positive Results

Eliminating Waste by Becoming a Lean Enterprise

Estimating and Proposal Templates

Finding and Using Business Consulting Firms

Growing From \$1-2 Million

How To Successfully (and Profitably) Sell in Any Economy

How to Increase the Value of Your Company and Position It For Sale

Measuring How Your Business is Doing

Owners Role

Owners Role in Coaching Emerging Leaders

Owners- What It Takes To Generate Amazing Profits \$\$\$

Responding to Economic Slowdown

Selling Your Business

Setting Up An Advisory Board

Strategic Planning

Value In A Challenging Economy

What Are The Best Ways to Cut Costs to Become Leaner

What Services Are Selling Despite the Economy

Customer Service

Customer Focus Groups

Determine Customer Desires

First Class Customer Service

Keeping Customers When Money Becomes More Important than Service

Managing Difficult Customers

Service Culture

Design/Build/Installation

Boosting Profits by Up Selling Projects

Design/Consulting Fees

Diversity Your Business By Leveraging Different Attachments Using the Same Machine

Now is the Time to be Proactive with Customers - How and Why

Selling High End Projects

Using Your Client List to Increase Sales

Green Industry Current Topics

Green Industry's Position on "Green"

Strategies for Working Through a Recession

Human Resources/Legislative Issues/Retirement/Economy

Benefit Programs

Creating a Culture of Teamwork

Effective Hiring Practices

Human Resources for Companies without a Human Resource Department

Improving Employee Morale

Incentive Programs

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Leadership Coaching
Leadership Skills
Top 10 Most Serious Human Resources Mistakes
Training Programs
Internship/Recruiting/College Programs/Generation X & Y
Attracting and Retaining College Graduates
Recruiting and Retaining College Graduates
Landscape Management
Efficiency in Maintenance Operations
Estimating Large Projects & Site Maintenance
Estimating Maintenance
How to Use an Upfront Contract
Productivity Improvement for Maintenance
Scheduling and Organizing Crews
Seasonal Color
Snow Removal
The New Client/Field Manager Model VS Traditional Account Managers
Lawn Care/Tree Care
Adding Lawn Care to Your Existing Business
Adding Lawn Care Service
New Technologies Incorporated in Fertilizer Blends Can Reduce Application Rates
Global Pressures that Influence Rising Fertilizer Costs-What to Expect in 2011
Lawn Care Programs
Quality vs. Profit for the Lawn Care Industry
Operations/OSHA/Safety
The ABC's of a Safety Program
Safety Programs That Work
Sales/Marketing/Web Sites
Billing Brand Awareness
Branding Can Help Increase Profits
Competitive Advantage No One Can Steal
Direct Mail Success
How to Improve Your Sales and Customer Service Efforts with Technology
How to Price in a Competitive Market and Win Business
Internet Marketing
Marketing vs Selling
Newsletters
Newsletter/Client Communication
Sales Force Structure
Social Media Marketing
The Key to Direct Marketing
Why Clients Disappear After the Bid