



With over 30 years experience, John Chappelear, shares his knowledge as a business executive and entrepreneur. The experience of creating new businesses from the ground up, and eventually making them top nationwide producers uniquely qualifies John to provide leadership and guidance to those who want to achieve growth and success personally and professionally. John's practical approach touches on a variety of subjects:

KEYNOTES:

- "The Daily Six" — reduce stress, achieve balance, enjoy life
- Creating Powerful Partnerships
- Strategic Solutions — Maximizing the Value of Your Business
- Building Teams that Work.
- Maintaining Balance in Life.
- Increasing Creativity and Productivity

Subjects can be customized to the needs of the organization.

WORKSHOPS AND TRAINING:

- The Daily Six
- Maximizing Your Companies Value
- "Platinum Rule" — Building Rapport.
- Handling Conflict and Confrontation
- Managing Remote Locations.
- Building Powerful Teams.
- Improving Your People Skills.
- Assertive Skills for Managers

Strategic Solutions to Exit Your Business

This workshop is an interactive program detailing the process and critical importance of defining both short term and long term personal and business goals and creating a detailed plan to achieve them. This plan is the key component in helping a business owner take control of the ownership transition process and maximize the result.

The plan is an evaluation of every aspect of the business including: corporate structure, financial health, management team, and other key value drivers. Another key component is value enhancement. Strategic Exit Planning helps business owners develop an action plan to identify and prioritize value maximization opportunities, reduce risk, and determine whether, when and how to transition to fully realize the value they have created. With the value maximization analysis complete, the business owner will have all the tools necessary to insure a business running exceptionally well, providing maximum profitability and at the same time creating real value and minimized risk in the eyes of an investor.

Attendees will be provided materials to help them work through a check list of components of the plan. Attendees will also be given a draft of a contingency plan to review. All attendees will also work through a "what's next" worksheet to help them understand and build confidence in whatever next steps they decide to take. Whether the business owner wants to transition the business to their children, other family members, sell to a private equity firm or strategic buyer the strategic exit plan will be the single most important document they can create to assure success.



"John Chappelear is the ultimate life coach. Step off the train for just a moment and learn from one of the best."

- Dr. Bob Rosen, CEO
Healthy Companies
Author of "Leading People"

"John's obvious compassion combined with his clear real world experience makes for a very powerful combination."

- Stephen E. Garber,
President, Practice
Development, Inc.

"I am constantly struck by the way audiences respond to John. What he has to

share are important concerns of all of us, he presents it in a way that is so engaging, so humorous

"John was everything we had hoped for! Excellent presentation... he had the audience captivated.

I bought two books one to give as a gift and one just for me. It was great !"

Jill Kidder
Louisiana Travel
and Planning Association
New Orleans State Conference
Feb 08

in a delightfully self-deprecating way, that people who listen cannot help but relate and see something in themselves. I promise you will be thrilled, both with working with him, and in the way he impacts you and your group."

- Howard Ross, President-CEO, Cook-Ross Associates

"Your workshop was excellent".

- Susan Sarfati,
Executive VP, American
Society of Association
Executives