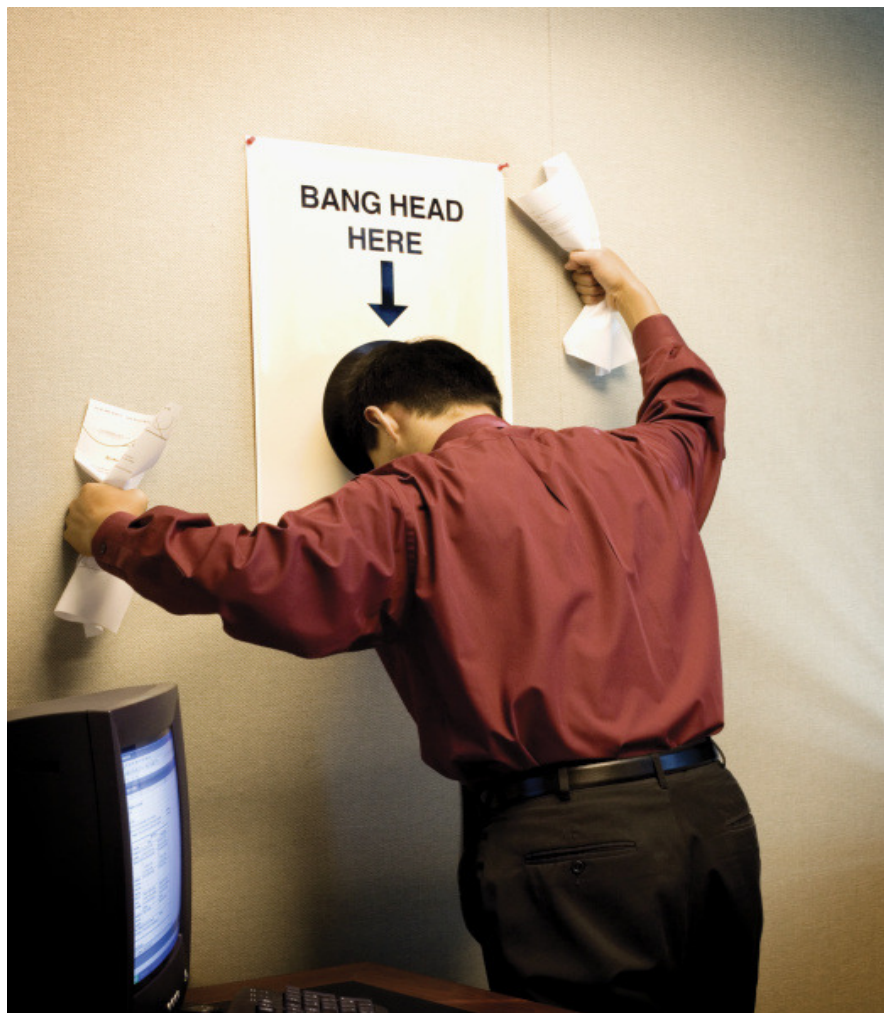


Results Are Crucial. Time is Ticking. Who Cares?



2008 research* shows that across every industry and size of company,
3 out of 4 people are increasingly unengaged at work.
Burned out. Overwhelmed. Cynical.
(Did you need the research to tell you this?)

What is this costing your business?

“Banging Your Head” Against the Wall Asking These Questions?

- “How can we bust through limiting mindsets to sustain growth and productivity, especially in hard times?”
- “Did we pick the best strategy among the 1000’s of possible opportunities?”
- “Why do we so often hit a brick wall implementing the plans that are critical to our business?”
- “Where is the time to plan and get my leadership team on the same page?”
- “How do I avoid making costly hiring and promotion mistakes?”

The Explanation...

One of the common mantras we hear from leaders and entrepreneurs is: “What I used to do to get results is no longer working. It seems like everything I know and all the rules that I have played by no longer apply, but nobody gave me the new Rule Book.”

“Every few hundred years in Western history, there occurs a sharp transformation. Within a few short decades, society rearranges itself – its worldview; its basic values; its social and political structure; its arts; its key institutions. Fifty years later, there is a new world. And the people born then cannot even imagine the world in which their grandparents lived and into which their own parents were born. We are currently living through just such a transformation.”
(Peter Drucker, 1993).

“Between now and approximately 2020, our society is on a journey through a very challenging transition zone between the end of the Industrial Era and the full promise of the Information Age ... this is a rugged stretch that bridges the past with the future, a time after massive structural shifts have rendered the old economy and its social foundations obsolete, and new values and structures are not yet firmly in place.” (Navigating the Badlands, Mary O’Hara-Deveraux, 2004).

...is a “perfect storm” of 3 realities impacting every business today:

- 1. Fast Capitalism:** Increasing pressure on business to produce products and services faster, better, and cheaper – in every industry. **How will you win in this environment?**
- 2. Talent Race:** Great employees are going to become scarcer and younger employees have really different expectations. **When and how will the talent race impact your business?**
- 3. Doing the Impossible:** The more sophisticated world has led investors and customers to increasingly expect the impossible. **How will you adapt in a world with greater uncertainty, faster change AND increased expectations?**

Maybe It's Time For A Different Approach.

We are not typical consultants. (Good thing, because you're not facing typical problems). Our approach is not for everyone. We have successfully guided CEO's, serial entrepreneurs, individual leaders at all levels, and senior executives of successful Fortune 500 companies such as Merck, Boeing, Nike, and Chase (and their teams) to bust through the limits of their current business model, to achieve faster adaptation, grow revenues, and improve their bottom line performance.

Our clients have all gained insight. **But not every client we worked with got these results.** Only the leaders with a high level of openness and courage to new thinking and ideas made the really big breakthroughs.

In the 20 years we have been doing this work, we have found there are only a few simple issues that de-rail the ability to lead and guide people to greatness, about 90% of the time. Often these issues are hidden, subtle, or so obvious that leaders think they're already being done well.

What Is It?

Strategy AcceleratorSM will zero in on and provide fresh solutions to improve 7 business performance measures:

- ROA and ROE
- Market share
- Sales growth
- Innovation
- Quality
- Employee satisfaction
- Customer satisfaction

We will identify and attack your root cause of too much chaos, lack of planning, and the challenges of growing too fast or growing too slow, by:

- Benchmarking your organization's ability to narrow to the right strategies, and translate them more quickly into results
- Analyzing your management practices against 12 proven growth factors, compared to a database of approximately 900 companies.
- Creating communication that really works to engage people.
- Accelerating decision making (and putting it in the right place).
- Building aligned action.
- Rapidly and continuously adapting and innovating in response to outside pressures.
- Gaining critical insight on research-driven behaviors that both performance and engagement.
- Internalizing a set of unique tools and best practices of top companies who ARE doing things differently (and seeing the results).
- Addressing pockets of apathy and resistance that crop up when the winds of change blow.

Don't Just Take Our Word For It.

"Every dollar we invested with Jackson & Schmidt is paying off. We grew from \$275M revenue in 2003, to just under \$700M in 2008. Lisa and Gerry were instrumental in the process that created this result. —Mark VanTine, President, Jeppesen (a Boeing subsidiary)

"Our business was feeling "flat" even though the numbers were still good. Jackson & Schmidt guided our leadership team through a "look in the mirror" – an eye-opening process that ultimately resulted in our best year of performance ever."

—Art Phillips, President, Tamarack Insurance

Learn More About Our Solution

Strategy Accelerator email series – Request our e-mail series "The 'Soft-Stuff' Myth: 6 Truths About Leadership in Changing Times."

Call us. If you have an urgent problem, why not take a small risk, pick up the phone, and call us? We are happy to talk with you for 30 minutes or so about your business, with no risk or obligation. And we aren't "trained killer" salespeople, so we won't bug you afterwards unless you ask us to.

Email us at Contact@jacksonandschmidt.com to ask a question, ask for useful information. We're pretty generous and responsive. If you are slower moving and want to read more first, be sure to check out our "**Free Resources**" for free tools, articles, and blog.

We look forward to having you **call us now...**
(For a perspective that WILL make you think about things you haven't considered)

Just do it.

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