

The New Offering By IBAW

BREAKTHROUGH

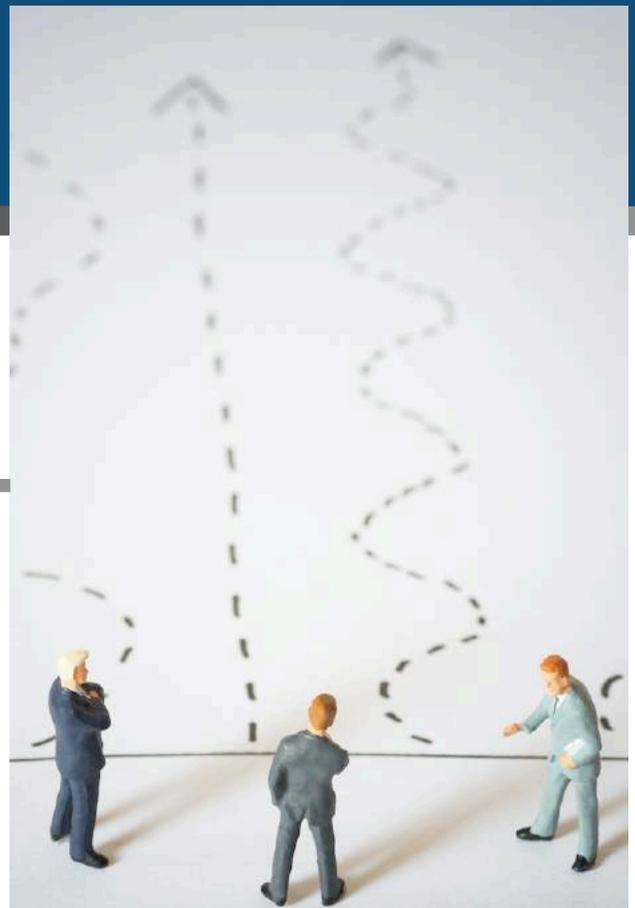
STRATEGIES

Group



**Make 2021 a Transformative
Year for Your Business**

Join a Breakthrough Strategies Group.



Just Remember; It can be lonely at the top - but it doesn't have to be!

IBAW has partnered with STUCK Coaching's Jerry Jendusa and Paul Schulls, who co-developed a proven process that helped grow and align the multiple business units within their former international aerospace business. For the past 6 years, Paul Schulls has been using these methods with his clients and is now watching them grow.

To bring the same success to members, like you, the IBAW is starting the first "Breakthrough Strategies" groups. These groups use the same methods that Paul and Jerry use to help you quickly plan and work towards the next growth stage of your business journey.

You will work in a safe environment with your peers as you keep each other accountable, share best practices, and action steps that align to a business plan.

Each group meeting, you will:

- Report on the status of your business plan. What are your next steps?
- Hold each other accountable
- Involve and leverage your staff to help accelerate the growth of your business
- Discuss other topics that are relevant to your group
- Gain insights from guest speakers
- Celebrate each other's successes!

Between group meetings, you will be able to have one-on-one time with your group facilitator. If you aren't interested in a group model, you can also take advantage of the one-on-one advising.

Current new group members thus far:

- **Andy Oliver** - IBAW Board Member is the group facilitator
- **Al Leidinger** - President, Mathison Manufacturing and IBAW Board Member
- **Larry Chapman** - President, Summerset Marine and IBAW Member
- **Doug Sawyer** - President, Universal Welding and IBAW Member

Invited Speakers



Jerry Jendusa

Co-Founder and Former CEO of EMTEQ
Co-Founder of STUCK Coaching



Paul Schulls

Former Director of Organizational Development at EMTEQ
President and Co-Founder of STUCK Coaching



Simple, and Methodical with a Focus on Growth

This process has assisted us in accomplishing more in the first year than the previous seven years including the last five since we've owned the business. The tools are simple and methodical and allow us to focus on growth.

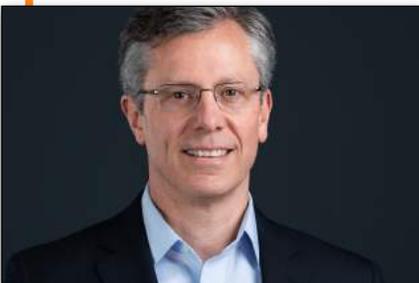
- Al Leidinger, President, Mathison Manufacturing & IBAW Board Member



An Easy Process That Keeps Our Team On Track

"The advisory process keeps me focused on what is necessary to grow my business. It ensures my team and I regularly discuss and accomplish our key initiatives. The software platform keeps us on track and maintains our accountability. Before we implemented the process and platform, we were just like every other business and regularly got sidetracked. Since that implementation, our results have been so dramatic!

- Larry Chapman, President, Summerset Marine and IBAW member



Strong Results Delivered

These tools helped us maintain a highly focused business planning and execution process. For the final 3 years that I owned my business, we achieved a compounded annual growth rate (CAGR) of 22%, a 158% increase in profitability and a resulting successful sale of the company to a strategic buyer for a high multiple.

- Andy Oliver, Founder, Gear Wash & IBAW Board Member

Turn Action Into Results!

Install a process filled with accountability, staff involvement, and ongoing mind sharing among your peers

The screenshot displays a software interface with three main sections:

- Monthly Execution:** Contains four cards: 1. Update 30/60/90 Day Forecast (UPDATE), 2. Update Single-Page Plan Targets (UPDATE), 3. Update 30/60/90 Must Do/Can't Miss (UPDATE), 4. Hold Your Action Plan Meeting (MEET).
- Yearly Plan:** Contains four cards: 1. Assessment (REVIEW/EDIT), 2. Strategic Planning Exercises (PLAN), 3. Write the Plan (WRITE/EDIT), 4. Deployment (DEPLOY).
- Resources:** Contains four cards: 1. User Management (VIEW), 2. Resources (READ), 3. Help (READ), 4. IBAW's Website (VISIT SITE!).

Monthly Execution

Yearly Plan

Resources

This process is all about keeping your staff and your peers accountable by what they have to do this month and for upcoming months

Update 30/60/90 Must Do/Can't Miss - Current Plan: **Equipment Division**

Past Due	30 December	60 January	90 February	Parking Lot
Dave Janz Create New AR/AP Report	Dan DeWitt Follow Up with New Leads	Sally Smith Complete Leadership Team Performance Reviews	Dan DeWitt Finalize Proposal	Jerry Peters Work with bank to increase credit line
	Sally Smith Finalize Single-Page Plan			

Strategic Deployment Initiatives

Get your team all on the same page with the quick reference area.

Targets

Color coded descriptions quickly tell if you're on track and where more attention is needed.

Each meeting, you will report on your red targets. Why are they red? Is there any advice you need from your group or is there any new actions that need to be assigned?

The cloud based platform is presented in a easy to use and in an understand format. Safe and secure, it's designed specifically for the Wisconsin small business owner.