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“This unique program teaches organizations how to identify dangerous gaps in their performance and provides functional tactics for closing these gaps.”

2-Days 4 Disciplines of Execution training designed specifically for small-to medium-size businesses.

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We are so confident that this training will help you address and improve your most pressing performance issues that we offer a “Triple Your Fee Guarantee.”*

After completing the 2-day training, and receiving 10 hours of free counseling to help tailor the program to your company’s specific needs, if you are not completely satisfied, simply return your class material with all notes and receive a full refund.

THE 2 DAY COURSE BEGINS NOV 19-20. REGISTRATION FEE IS $1500

40% TUITION REIMBURSEMENT available! Call Today for details.

Class taught by Winthrop Jeanfreau, MBA, Director of the Utah Valley University Small Business Development Center. Mr. Jeanfreau has spent three decades in entrepreneurial pursuits. A founder of eight successful companies, he has developed a keen insight into what is required for a company to flourish.

Winthrop earned his BS from the University of Utah, with an emphasis in Business Management – he also holds an MBA from the University of Oregon. He is a lecturer at business management conferences, and guest lecturer at the UVU Woodbury School of Management.

Date: NOV 19-20, 2014
Time: 8:00AM-5:00PM
Location: Bridgerland Applied Technology College
1301 North 600 West
Logan, Utah 84321

For more Info and to Register:
Contact: MIKE YOUNG
(435) 797-3303
online information: http://sbdc.usu.edu/htm/events

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THE 4 DISCIPLINES OF EXECUTION

The 4 Disciplines of Execution (4DX) is a simple, repeatable, and proven formula for executing on your most important strategic priorities in the midst of the whirlwind. By following the 4 Disciplines -- focusing on the wildly important, acting on lead measures, keeping a compelling scoreboard, and creating a cadence of accountability -- leaders can produce breakthrough results. 4DX is not theory. It is a proven set of practices that have been tested and refined by hundreds of organizations and thousands of teams over many years.

What you will learn:
- What the 4 Disciplines of Execution are and why they work.
- How to execute your strategic priorities and get results.
- How to effect change in human behavior to achieve your goals.
- How to install the 4DX in your team and organization.

Discipline #1: Focus on the Wildly Important
Focus your finest effort on one or two goals that will make all the difference, instead of giving mediocre effort to dozens of goals. Execution starts with focus. Without it, the other three disciplines won’t be able to help you.

Discipline #2: Act on the Lead Measures
It’s the data on lead measures that enables you to close the gap between what you know your team should do and what they are actually doing. Without lead measures, you are left to try to manage to the lag measures, an approach that seldom produces significant results.

Discipline #3: Keep a Compelling Scorecard
This is the discipline of engagement. If the lead and lag measures are not captured on a visual scoreboard and updated regularly, they will disappear into the whirlwind. People disengage when they don’t know the score. A compelling scoreboard tells the team where they are and where they should be, information essential to team problem solving and decision-making.

Discipline #4: Create a Cadence of Accountability
Discipline 4 is where execution happens. Disciplines 1, 2 and 3 set up the game; but until you apply Discipline 4; your team isn’t in the game. This is the discipline that brings the team members all together. Instead of accountability to a broad outcome you can’t influence, it’s accountability to a weekly commitment that you yourself made and that is within your power to keep.