



## XM PERFORMANCE

*“Accelerating Results for Businesses and Leaders”*

### ***Xtra Mile Leadership Forum***

Over the last 30 years I have been practicing and studying leadership in many different environments. I have seen poorly performing organizations go from zero to WOW in very short time periods when a dynamic, skilled leader took the helm. Small and Medium Business Owners are the backbone of the entrepreneurial American economy and I have built my business serving them and helping them become the leaders they must be to build the business of their dreams.

After ten years of development we have designed what we believe will be the ultimate performance accelerator for the business owner. The Xtra Mile Leadership Forum combines some of the best consulting and development practices from around the world. Your experience in this forum will:

1. Help you get real about what is going on in your business
2. Teach and enforce the critical disciplines of planning and focus
3. Facilitate dramatic growth in personal leadership development
4. Leverage the collective experience and wisdom of your business peers

Most importantly we will work collaboratively to create the road map to the future of your business, and will walk with you along the way. We guarantee you will have more focus and significantly improved results in a structure that provides safe and effective accountability from the XMP team and your peers. You will be empowered, motivated, and fulfilled as the work we do together keeps you on task and moving forward.

### ***The Process***

**Kickoff and Expectations:** We will begin with a four hour meeting that will lay the ground work for our first year together. Expectations will be discussed, you will get to know your coach and your peers, and learn how to engineer the DNA of your business.

**Strategic Planning Retreat:** One month after the Kick off will have a full day strategic retreat where you can get away from your business and focus on where you want to go. You will walk away with a one page roadmap for your business with direction for every major area from people to products and services to financial. It will be a very intense but rewarding day.

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**Monthly Leadership Forums:** We will meet monthly for 4 hours as a team to accomplish three major objectives.

1. **Leadership Development:** We have custom designed leadership development sessions with the business owner as our focus. We will spend an hour each month “sharpening the saw” and equipping you with the leadership skills needed to take your organization to the next level of performance.
2. **Mastermind:** We will leverage the collective knowledge, wisdom, and creativity of the forum to address the major issues we all face as business owners. Each participant will get some time “in the box” to share the details of your most pressing challenge. Then the forum will participate in breaking down the issue, developing specific action steps to help you capture new opportunities, or overcome obstacles to your progress
3. **Monthly Planning:** Lastly we will spend an hour developing your monthly plan using our exclusive planner. You will determine what you want to accomplish, who you need to see, and other actions you need to take to achieve the results you want.

You will also receive monthly follow up sessions with our consultants between Forums, plus access to the team via email and phone.

### ***Requirements for Participation***

This program is not for everyone. Because every business is different, every business leader’s situation is different. To participate in the Forum, you must have been in business for at least 3 years and have a business that produces at least \$500K in revenue. It is critical that the group is comprised of peers. We will not allow competing businesses within the same group. Because of the issues we will be addressing, you will be required to sign a confidentiality agreement as well as a commitment form for the program. This program is for people who are serious about getting better and improving the performance of their business.

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