



Business Focus Seminar Agenda

Day 1

8:00 – 8:10 | **Welcome & Introductions**

8:10–9:20 | **C-E-O Training, Part 1**
Transitioning from Contractor to Employer to Owner

9:20-9:30 | *Break*

9:30 – 10:40 | **C-E-O Training, Part 2**

10:40-10:50 | *Break*

10:50 – 11:40 | **Communicating Your Why**
Mission and vision statements that drive business and profit

11:40-12:20 | *Lunch*

12:20-1:20 | **Crucial Conversations, Part 1**
Tools for hard (but must-have) conversations with clients and employees

1:20-1:30 | *Break*

1:30-2:20 | **Crucial Conversations, Part 2**

2:20-2:30 | *Break*

2:30-3:40 | **Processes, Part 1**
Engage & empower your crew to build your business

3:40-3:50 | *Break*

3:50-4:30 | **Processes, Part 2**
Engage & empower your crew to build your business

4:30-5:15 | **Sashco Factory Processes Tour**

5:15-5:30 | **Q&A Session**

6:00 | *Dinner & networking*

Day 2

8:00-8:45 | **Selling high-performance**

8:45-9:00 | *Break*

9:00-10:30 | **Bidding, Part 1**
Pricing job for quality and future growth

10:30-10:45 | *Break*

10:45-12:00 | **Bidding, Part 2**
Pricing job for quality and future growth

12:00-12:45 | *Lunch*

12:45-2:00 | **Open Forum – Q&A Session**

2:00-2:15 | *Wrap Up*