

Business consultant and former psychotherapist shows how to grow a powerful, profitable business and achieve sustainable growth in these challenging times.

## CUSTOM PRESENTATIONS

Presented as Keynotes, Breakouts, Seminars, or Workshops (1/2 day, full-day), Retreats, Trainings and Webinars. Bruce Hodes is also available as a Panel Guest or Moderator.

### Topics Include

- Creating Performance Oriented Cultures
- 3 Ways to Enhance Team Performance
- It's All About the Middle
- Let's Take the Family Out of Business
- Differentiation: Creating Your Position in the Marketplace
- Creating "Raving Fan" Customer Service

## BEST FIT AUDIENCES

- Corporations, business groups, non-profits
- Executive managers, CEOs, entrepreneurs
- Small offices
- Family Businesses
- Health care groups, hospitals, medical offices

## TO BOOK BRUCE

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## ACHIEVE SUSTAINABLE BUSINESS GROWTH

Can you grow a powerful, profitable organization in these challenging times? "Yes, but it takes courage, determination, and actionable techniques that work," says business coach and consultant Bruce Hodes, who has 30 years' experience working with privately held companies from five to 100 million dollars in size. As a business consultant, author, and former psychotherapist, Bruce brings a diverse blend of skills and education to his work with teams, business leaders and executives, and as President and Founder of CMI, he's dedicated to helping companies grow. The author of *Front Line Heroes: Battling the Business Tsunami by Developing Performance Oriented Cultures*, his entertaining talks are powerful experiences as Bruce illustrates his strategies with real-life stories and provides step-by-step guides that create outstanding results.

## LEARN HOW TO

- Eliminate mediocrity from employee performance—for good
- Transform groups into high-performance teams
- Make mission, values, and BHAGS relevant to daily organizational life
- Implement 7 essential rules for effective strategic planning
- Resolve the 4 enigmas of strategy execution management
- Start using practical, critical techniques today to tap into your company's true potential

## What People are saying

*"If Bruce Hodes was a physician, he'd have the skills of a neurosurgeon, the wisdom of an internist, the insight of a pathologist, and the bedside manner of a general practitioner. As such, he is the perfect healer for whatever ails your company."*

– Bob Clouston, Retired Corporate Executive (formerly President and Chief Customer Officer, Sargento Foods, Inc.)

*"Bruce has a unique way of sharing ideas about leading people and organizations. His methods will challenge your thinking and beliefs in a way that brings positive results. Bruce was a very valuable resource as we grew our company."*

– Rick Carpenter CEO, Central States Mfg., Inc.

*"Bruce has the unique ability to competently address cultural shortcomings of any corporation, to quickly absorb the details and then provide a practical outline of solution, taking the problem very seriously without taking himself seriously, keeping his response simple but not simplistic – a whip without the sting."*

– Ron Kotecki, President, Integrated Building Systems, Inc.



Grow in Challenging Times

## PARTIAL CLIENT LIST

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## Bruce Hodes

As a business consultant and former psychotherapist, Bruce Hodes brings a diverse blend of skills and education to his work with teams, business leaders and executives. The President and Founder of CMI, he's dedicated to helping companies grow and developing work teams, business leaders and executives into powerful performers. Bruce has an MBA from Northwestern University and a Masters Degree in Clinical Social Work. Known for his *Breakthrough Strategic Business Planning*, a planning format specifically designed for small and mid-sized companies, and useful for departments and corporate divisions, Bruce also coaches business executives in CEO Peer and Individual Advisory Sessions.

Bruce has 30 years of experience working extensively with privately held companies from five to 100 million dollars in size. He's an expert in growing family-owned businesses and coaching second and third generations CEOs to become powerful leaders. Bruce's diverse skill set and adaptable approach allows him to work with a wide variety of companies including food processing, manufacturing, insurance, health care administration, technology, staffing and commercial laundry sectors. He has coached and planned with numerous companies that have experienced real tangible revenue growth. Bruce has also coached employees of the Chicago Public School System, and other not-for-profit organizations.

Bruce is a prolific writer. His first book, *Front Line Heroes: Battling the Business Tsunami by Developing Performance Oriented Cultures* was published in February of 2012, and his writing has appeared in numerous magazines, including *Textile Services*, *Training*, and *Sales and Service Excellence*. He also publishes regularly on the CMI blog and is featured as a guest blogger on Strategy Driven, Illinois Manufacturer's Association, Devin Hughes, and TLNT.



## To Book Bruce Hodes

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YouTube: <http://www.youtube.com/user/CMITEAMWORK1>

Twitter: @CMIBruceHodes

Facebook: <http://www.facebook.com/CMIBusinessPlanning>

LinkedIn: <http://www.linkedin.com/in/brucehodes>

Stop playing victim to the times. In *Front Line Heroes*, Bruce Hodes offers executives and business leaders advice culled from 30 years of coaching privately held companies ranging from \$5 million to \$100 million in size. With humor, real-world examples, and step-by-step guides, the book explains:

- How to make mission, values, and BHAGS relevant to daily organizational life
- 7 essential rules for effective strategic planning
- How to transform *groups* into high-performance *teams*
- 4 organizational enigmas and the missing link that solves them
- How to eliminate mediocrity from employee performance—for good

*Front Line Heroes* will arm you with the tools you need to achieve sustainable business growth.

