

Comer & Associates

Overview

May 17, 2017

Who We Are

Jerry Comer



- 19 year corporate experience
- 24 years consulting & coaching
- 100+ unique clients
- relationships lasting > 10 years

Kate Ripp



- 20 year corporate experience
- 17 year consulting practice
- Focus on critical goal achievement
- Emphasis on leadership development

Success Roadmap

MANAGEMENT

SHARED VALUES

VISION

MISSION

GOALS

STRATEGY

ORGANIZE

TACTICS

IMPLEMENT

MONITOR / ACT

TRUE TEAM

LEADERSHIP

Problems We Solve

1. Frustrating gaps in skill sets of managers.
2. Negative behaviors that damage relationships and teamwork.
3. Weak financial performance caused by poor strategy or failure to execute.

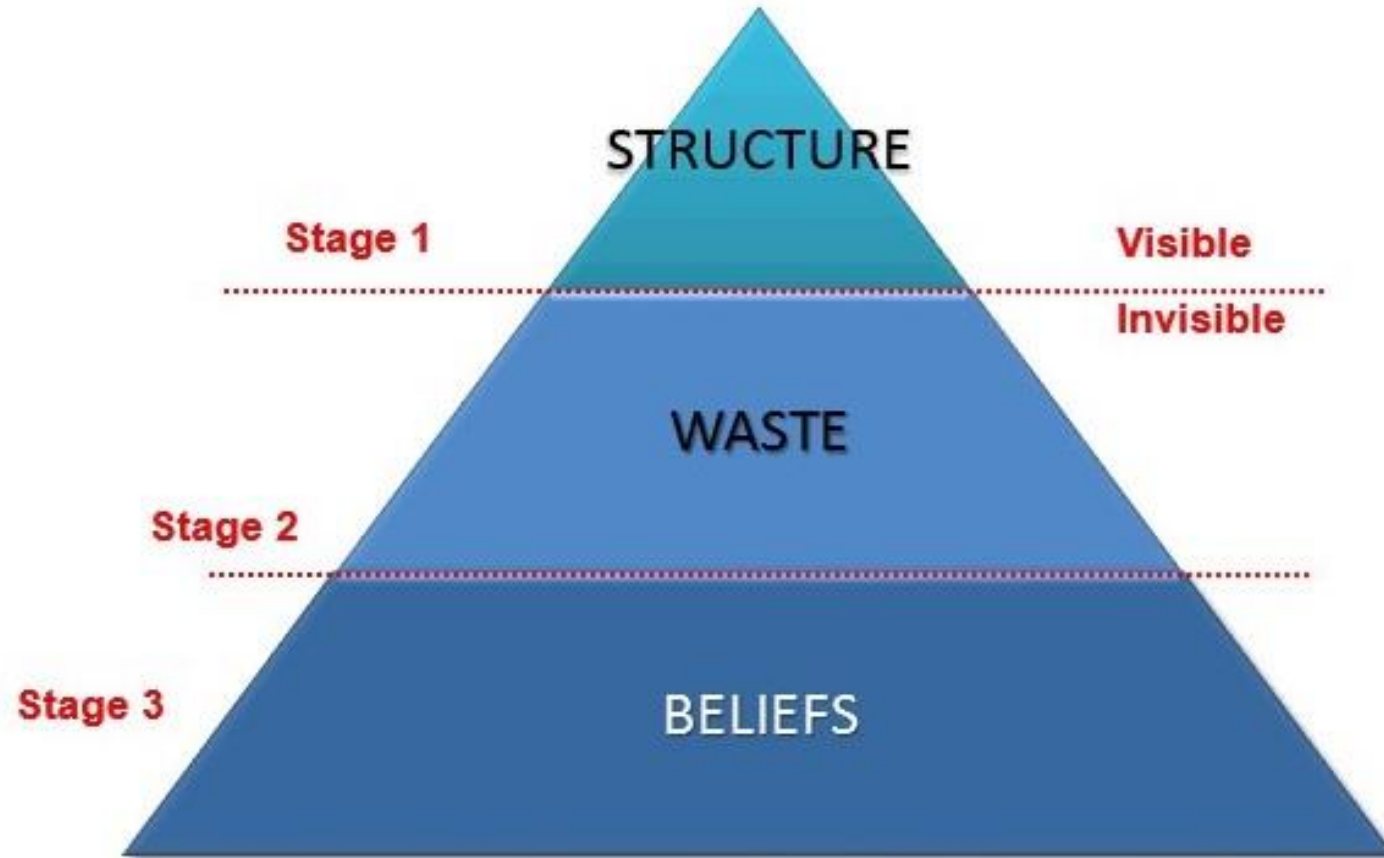
What We Do

1. **Train and coach managers** to higher levels of performance and leadership:
 - Mindshop Online for remote and virtual learning
 - **ADVANCE** Management and Leadership Program
 - Custom 1-on-1 coaching
2. **Develop teams** that are aligned around a common goal and mutually supportive.
3. **Facilitate projects** that accelerate growth in revenue and profit.

Growth and Profit Projects

- Partner alignment
- Goals and Accountability system implementation
- Team assessment and alignment
- Market strategy
- Business unit strategic direction
- Sales system improvement
- Annual planning
- Market research/opportunity assessment
- Sales team training
- Key hire support

Business Improvement Process



Stage 1 = 1-2 years

Stage 2 = 1-2 years

Stage 3 = 2-5 years

Comer & Associates, LLC

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