

# The Proven Way to Improve Your Bottom Line & The Way You Do Business!



## BUSINESS BLUEPRINT

To succeed, organizations need access to best practices they can easily adapt and use for improvement and a better way to do business. The Florida Sterling Council's Business Blueprint is an effective tool that provides information, models, and coaching to help Not-For-Profits of all sizes survive today and thrive tomorrow.

### The STERLING BUSINESS BLUEPRINT enables organizations to:

- Increase levels of service to customers
- Increase growth and sustainability
- Improve relationships with employees and volunteers

### How do we do this?

- Provide expertly facilitated sessions to identify your organization's strengths and improvement areas based on best practices in management
- Provide guidance on setting priorities and creating action and project plans
- Provide instruction on and access to business improvement tools and templates
- Provide coaching on projects
- Provide optional follow-up coaching for further development

### The BLUEPRINT sessions include:

- "Building your Business Profile" - who you are, what you do, and where you want to go
- "Building the Foundation" - connecting leaders, plans, customers, and measures
- "Building the Work Environment" - connecting employees, volunteers, processes and measures
- "Building the Business Improvement Plan" - your BLUEPRINT for success!

### Getting Started:

Four half-days are scheduled at AAA Headquarters (1000 AAA Drive, Heathrow, FL) over the course of several weeks to allow time for project work based on the ideas and concepts of the BLUEPRINT workshops. For maximum benefits two people from each organization must attend. The registration fee is \$1150.00 for the first person from each organization. The second person is at no additional cost.

- February 29 & March 1, 2012; 8:00 a.m. - 12:00 p.m.
- March 28 & 29, 2012; 8:00 a.m. - 12:00 p.m.

Not-for-Profits participating in this training will be REIMBURSED \$950.00 of the cost, upon completion of the class. With questions about training, registering, or the reimbursement, call Phil Centonze at 954-684-2642 or Sterling@pos-impact.com

### WHAT PEOPLE ARE SAYING:

*"We have been so busy engaging our entire leadership team in the implementation... It has been a very productive process for us."*

-DAVID E. HEIT, Youth Programs Coordinator, YOUTH CO-OP, INC.

*"Thank you for... such a meaningful workshop. It is not often an organization can attend a workshop & really apply components... to the work project. This has been extremely helpful and beneficial to FCR."*

-DAVID SHARFMAN, Operations Manager, FOSTER CARE REVIEW, INC.

