

Explosive Business Growth



Kordell Norton works with professionals to grow their business and improve leadership.

“What clients have to say . . .

Watching Kordell present is like watching popcorn pop . . . Without the lid.

- Roscoe Schlachter, Superintendent
Cuyahoga Valley Career Center

Kordell is a one-man Bain or McKinsey.

- Marshall Dahneke, CEO
Hygenic Corporation

I've attended conferences for 11 years and Kordell is one of the best I've ever seen.

- Allie Williams, Dir. of Organizational Development,
American Chamber of Commerce Executives

The results speak for themselves. We have seen a 40% growth in sales. . .

- Vera Lewis Jasper, Executive Director
Corporate College

Engaging, entertaining, but most of all jam packed with insights and methods to grow our membership, improve leadership and increase member participation.

- Allison Grealis, Committee and Div. Manager
Precision Metalforming Association

As the oldest association for chamber professionals in the US we are very particular about our programming, but he exceeded our high standards in every way.

- Art Roberts, CEO
Texas Chamber of Commerce Executives



- *More Prospects . . .*
- *Larger Sales . . .*
- *Inspiring Leadership . . .*

Leadership for Results™

Creating an Incredible Organization

Overview:

Leadership for Results™ looks at the elements that are part of incredible Leadership. Your group will explore the practices of highly successful organizations. This material will have your managers and leaders doing serious evaluations of current and future leadership behaviors. Your people will walk away with Leadership insights that will make their businesses grow, improve, and move to the next level. You will get:

- How to make Strategies, goals, and objectives translate into actions and results.
- Who should be “on the bus” . . . how to determine the most important qualities for future growth and hiring.
- Develop High Performance Teams
- An understanding of what does and does NOT motivate.
- Should you lead from the front by example, or from behind?
- How to recognize and deal with those in your organization that are being the most destructive to your objectives and directions.
- What are the five ways to attack any problem (like sales strategy) and which is used the most often and why it causes the most failures.
- Understand which employees your Leaders should be focused on and why.

The outcomes for Leadership for Results™ are:

- Leadership that inspires and transforms.
- Improved communications, morale growth.
- Execution that gets results.

Audiences:

Business, Associations, Chambers, Educators, Non-Profits, Government, Medical

Consider – Conference keynotes/breakouts, Association meetings, Chambers of Commerce, **Leadership Retreats**, Management meetings and training

Customization Options:

Other titles:

- **“Take That Hill” – Leadership, Picklesuckers, and Essential Meetings!**
- **High Performance Teams! Creating and Celebrating Success.**

Program Length:

This presentation can be customized from 45 minutes