Greater Prairie Business Consulting, Inc.

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"Maximizing the Performance of and Exit From your Business"

SUPERIOR KNOWLEDGE | PROFESSIONAL EXECUTION | OUTSTANDING RESULTS

- ✓ ***Why are most small to mid-sized businesses struggling in today's economy?***
- ✓ ***How are leading businesses in your industry growing their sales and increasing their profit margins ?***
- ✓ ***Where can you find qualified employees to grow your business while maintaining top-notch customer service ?***
- ✓ ***Who are the best businesses in your industry and what are they doing to maintain high levels of employee motivation and productivity ?***
- ✓ ***What are the best practices you should be implementing in your business to ensure long-term profitability and future succession ?***

WHY CHOOSE US ...

All business owners acknowledge the many challenges of operating a business, but lack the time, information, and/or resources to implement the needed changes to transcend these problems.

If the day-to-day needs of managing the business are "eating your lunch," bigger problems are likely on the horizon.

Ignoring the problems holding back your business can lead to stagnation and negatively impact your employees' productivity, quality, morale, safety, retention, and customer focus.

Prolonged inaction will eventually erode a business' competitiveness, ability to attract top talent and lead to chronic stagnation, which can significantly impact the company's sales, profits, cash flow, and market share - or worse - threaten the business' very existence !

Given our extensive experience working with thousands of businesses – including many of the fastest growing privately held businesses in the United States – we can introduce the systems, procedures, controls, best practices and growth strategies that distinguish "top performers" in your industry. For this reason, we can have a transformational effect on the performance of your business over a short period of time.

If you need professional assistance with a specific business problem, if you are struggling to take your business to the next level, or if your business is not operating at its potential, contact us today to schedule a confidential, independent, third-party assessment of your business !

WHO WE ARE ...

Greater Prairie Business Consulting, Inc. is an award-winning, national consulting practice focusing on small to mid-sized privately held and family-owned businesses of any type with revenues between $1 million and $250 million.

We utilize a proprietary process to provide industry best practices & proven strategies to small, mid-sized, and middle market businesses that give entrepreneurs a leading edge in today's competitive marketplace.

Headquartered in the Dallas - Fort Worth metroplex, we have extensive experience working with businesses across the US of all different types, coupled with an impressive track record of success helping our clients maximize their business performance and exit. We can help you address your most pressing challenges to help you realize the dreams you had when you first started your business.

HOW WE PROTECT YOUR TRADE SECRETS AND CONFIDENTIAL INFORMATION …

We provide each client with a signed confidentiality agreement before we begin our work.

WHAT WE OFFER….

We offer a comprehensive assessment of your business and provide you with a detailed blueprint outlining how to maximize the performance of your business. We ask for no money upfront and guarantee a six-figure savings or you pay nothing for our business analysis !

We specifically help entrepreneurs and small business owners accomplish their goals by:

• Assessing where your business stands today;

• Evaluating the obstacles standing in your way;

• Outlining a detailed plan of action tailored for your business;

• Helping you implement change and training you and your management team, so you can both measure & manage these changes going forward while continually improving in the future;

• Moreover, we guarantee – to the extent possible – a significant project ROI that will pay for the project many times over.

WHERE YOU COULD BE …

We can help you transcend the problems holding you back, significantly improve the performance of your business, quality of life, and net worth, in addition to helping you ensure a successful exit and succession to the next generation of owners.

A Louis Harris poll of 2,000 business owners revealed that 2/3's of business owners consider themselves successful beyond even their expectations and given the chance to start over 78% of these respondents said they would choose to be in the very same business. If you don't consider yourself successful beyond your expectations, schedule an appointment to learn more about our services or contact us today !

WE CAN HELP YOU ...

- ***Increase Your Cash Flow;***
- ***Grow Your Sales;***
- ***Diversify Into New Markets;***
- ***Reduce Costs;***
- ***Boost Employee Productivity;***
- ***Optimize Systems, Procedures, Processes & Controls;***
- ***Reduce Your Taxes;***
- ***Simplify Operations;***
- ***Improve Project Management Approaches;***
- ***Recommend The Best Software Solutions For Your Business ... and then ...***
- ***Create an Exit and Succession Plan to Successfully Transition Out of the Business.***

WHO ARE OUR CUSTOMERS ...

We have worked with virtually every type of business in many different industries, including:

Sole Proprietorships, Partnerships ... Family-Owned Businesses ... Start-Ups ... C Corps ... S Corps ... LLCs ... Non-Profits ... Sole Props. ... ESOPs ... Franchises ... Union Shops ... INC 5,000 Businesses and Different Minority Business Enterprises.

Manufacturers ... Job Shops ... Wholesale Distributors ... Retail Businesses ... Construction Companies ... Specialty Contractors ... Engineering & Architectural Firms ... Transportation & Logistics Firms ... Dealerships ... Services ... Aviation ... Alternative Energy ... R&D ... Telecom ... Restaurants & Caterers ... Education ... Computer Hardware & Software ... Real Estate ... Financial Services ... Mortgage Brokers & Bankers ... Advertising ... Agriculture ... Forestry ... Landscaping ... Oil & Gas ... Government Contractors ... Non-Profits ... Disaster Services ... Medical Equipment Suppliers ... Healthcare Providers ... Publishing ... And More.

HOW WE CAN HELP ...

Sales & Marketing Planning ... Turnarounds ... Proper Overhead Allocation ... Employee Productivity ... Pricing Strategies ... Integrated Software Solutions ... Job Costing & Other Cost Controls ... Project Management ... Credit & Collections ... Staffing ... Performance-Based Job Descriptions ... Employee Counseling ... HR ... Accountability ... Employee Incentives ... Management and Leadership Training & Development ... Safety ... Compliance ... Customer Service Training ... Team Building ... Lean Principles ... Financial Modeling ... Strategy ... Compensation Plans ... Purchasing ... Cash Management ... Preventive Maintenance ... Communications ... Flowcharting ... Talent Acquisition ... Inventory Management ... Asset Management ... Organizational Structure ... Audits ... Policies & Procedures ... Communications ... Exit / Succession Planning ... Bank Financing Packages ... Business Plans ... Business Valuation ... Break-Even ... Succession Planning ... Public Relations Strategies ... Improved Employee Morale ... Process Improvement ... Incentive Plans ... ISO Consulting ... Tax Strategies ... Improved Business Systems & Practices ... And More.

ABOUT OUR CEO …

James J. Talerico, Jr. is an award-winning author, speaker, and a nationally recognized small to mid-sized (SMB) business expert.

With more than thirty- (30) years of diversified business experience, Jim has a solid track record and an A+ BBB rating helping thousands of business owners across the US and in Canada tackle tough business problems to improve the performance of their organizations.

His client success stories have been highlighted in the *Wall St. Journal*, *Dallas Business Journal*, *Chicago Daily Herald*, and on *MSNBC's Your Business.* He was named "*Texas Business Consulting CEO of the Year*," by *CEO Today Magazine*, identified as a *"Top 10 Management Consulting Entrepreneur to Watch in 2023" by Entrepreneur Magazine*, was listed among the *"10 Most Visionary Companies to Watch in 2023" by Inc. Magazine*, and has also been ranked among the *"Top Small Business Consultants"* followed on *Twitter*.

For more than half a decade, Jim was a regular guest on "The Price of Business," a nationally syndicated radio program on Bloomberg Talk Radio and has also appeared on numerous Fox Radio interviews. He is a regular contributor to several blog sites and has frequently been quoted in publications like the New York Times, Dallas Morning News, Philadelphia Inquirer, The Entrepreneur's Review, and on INC.com, in addition to numerous, other industry publications, radio broadcasts, business books, and Internet media.

Jim received a Gold *"Stevie Award"* for *"Thought Leader of the Year,"* a Gold *"Stevie Award"* for *"Media Hero of the Year During Covid"* and a Bronze *"Stevie Award"* for *"Best Entrepreneur"* in the Category of *"Business and Professional Services"* at the *American Business Awards.* Jim also received an *"Outstanding Leadership Award"* at the Money 2.0 Conference for his contributions to the financial services industry.

He is also a Certified Management Consultant (CMC) ® and an active member of the Institute of Management Consultants. The Certified Management Consultant ® mark is awarded by the Institute of Management Consultants USA (IMC USA) and represents evidence of the highest standards of consulting, a commitment to continuous development, and an adherence to the ethical canons of the profession. Less than 1% of all consultants in the world are Certified Management Consultants (CMC) ®.

He received his Certified Business Exit Consultant (CBEC) ® designation from The International Exit Planning Association (IEPA) to help entrepreneurs, small business owners, family businesses, and middle market companies maximize their business exit.

THE RESULTS WHEN CLIENTS HAVE UTILIZED OUR SERVICES …

"Your consultant did a great job for me. I had purchased a service company that I thought would be a breeze to grow. Instead, it proved very difficult. He came in and helped us to establish a workable plan to maximize profits while growing the business. It worked, as our sales grew 500% over the following four years while maintaining an excellent return !"

Owner, HVAC Service Contractor, Charleston, SC

We are very pleased with Jim's work at our firm. His manner is professional, sincere, and reassuring. He is an excellent communicator and educator. He is efficient, very productive, experienced, and sharp. He has given us tools to achieve greater profitability while ensuring our understanding and comfort with the process.

We appreciated Jim's experience with engineering firms, familiarity with our service-based product, and his knowledge of organizational structure and financial systems. Jim is aware of the challenges of our business, clients, customers, and staff. He has provided insightful solutions and encouraged us to make positive change.

We are happy with the ownership succession plan he assisted us with, as well as the action plan he created to helped us implement the best financial software for our industry.

Co-Owner, Engineering Firm, Muskegon, MI

"As an MBA with a concentration in Entrepreneurship, I have nearly all of the tools necessary to make a business work; however, this experience has provided several new insights … and the project has more than paid for itself in six short months !"

President, Home Health Agency, Dallas, TX

"Several years ago, Jim Talerico worked with us to redesign our sales commission plans and provided top notch training to our sales department. He also guided us to opportunities that allowed us to grow successfully. "Last year, we received industry recognition as one of the top dealers in North America by our OEM."

Owner, Forklift Dealership, With Locations in Cleveland, Akron & Toledo, OH

"When you make an investment to improve your business by hiring outside consultants, the quality of the consulting after the project to ensure that the company ultimately reaches its goals and objectives is as critical as the consulting that takes place during the project itself.

Your follow-up program allowed us to objectively measure the results of our performance, celebrate our successes, see where we continue to fall short, and develop strategies to further improve as an organization.

Whenever my employees or I called you with a question, your response was both prompt and to our complete satisfaction.

Thank you again for your patience, guidance and continued support."

2nd Generation Owner, Industrial Wholesale Supplier, Memphis, TN

"You were 100 times better than the last consultants we had in here !"

Co-Owner, Metal Framing & Drywall Contractor, Tucson, AZ

"Working with your firm was the best business decision I ever made !"

President, Plumbing Wholesaler / Retailer, Fostoria, OH

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