

Presents:

Rx *Relief for “Hiring Pain”**

**side effects include increased sales, cash flow and a general feeling of well-being*





CEO Roundtable

- Confidential, long term, deep personal relationships with peers
- Unvarnished input, without agenda
- Experienced, informed, relevant advice
 - Operational, legal, financial, HR, personal
- Beneficial accountability

Objections

- **“I don’t have the time”**
 - 25% improvement in your personal efficiency
 - spend 10 days/year, get 50 back
- **“I don’t have the money”**
 - 500% ++ return on investment
 - *"I've lost count of how many times where I can say the CEO Roundtable helped this happen. I work very, very hard, but there's no way you can do this without a lot of help." David Friedman, Founder Boston Logic*
- **“I don’t think I can contribute”**
 - Never happens
- **“I already know everything”**
 - You’re wrong.. we can’t help

Just One More Word

- *“My peers in CEO Roundtable have been a valuable support to me as I moved through the various stages of biotech development and funding. The deep, high trust relationships I have with these very intelligent, experienced members will last a lifetime.*
- *CEOs need the confidential and unbiased support of a small group of peers who are always available to help.”*
- ***...Walter Ogier, Executive Chairman, Acetylon Pharmaceuticals***

About Hiring

- *“Get the right people on the bus and the wrong people off the bus”*
...Jim Collins
- *“A bad hire is one of the most expensive mistakes you can make”*
- **...Confucius**

Hire for Organizational Success



Kathleen Teehan, is the VP of Client Services at ClearRock. She is an expert in human capital, helping organizations align talent with organizational needs. Kathleen has been a trusted advisor to leaders in all areas of talent acquisition, development and transition. She has worked across industry verticals with companies at all stages.

Hire for Sales Success



Suzanne Paling founded Sales Management Services in 1998 to provide sales management consulting and coaching to CEO's, presidents, owners, and entrepreneurs seeking improve their sales organizations' performance. She has worked in the manufacturing, software, construction, medical, telecom, recruiting, delivery, and distribution sectors. Suzanne has written two award-winning books "The Sales Leader's Problem Solver" (Career Press 2016) and "The Accidental Sales Manager" (Entrepreneur Press 2010)



SALES MANAGEMENT SERVICES

Improving the Sales Performance of Small and Mid-Sized Businesses



Agenda

- Hiring for Organizational Success 4:30-5:00
 - Kathleen
- Hiring for Sales Success 5:00-5:30
 - Suzanne
- Questions and Answers 5:30-6:00
- Cocktails, Snacks, Discussion 6:00-7:00