



# BUSINESS EVENTS

# Profiting from Revenue Growth

April 5, 2018

# Upcoming Events



## The State of Manufacturing<sup>®</sup>

**May 17** – Minneapolis

**May 22** – Redwood Falls

**May 24** – Duluth

**June 1** – Morris

**June 5** – Owatonna

**June 12** – St. Cloud

**June 13** – Bemidji



## How to Develop Your Future Leaders

**June 28** – Roseville

# Profiting from Revenue Growth Takeaways

- ❑ Growth in your business can be manufactured with purposeful and planned action
- ❑ Purposeful growth drives revenue and profit

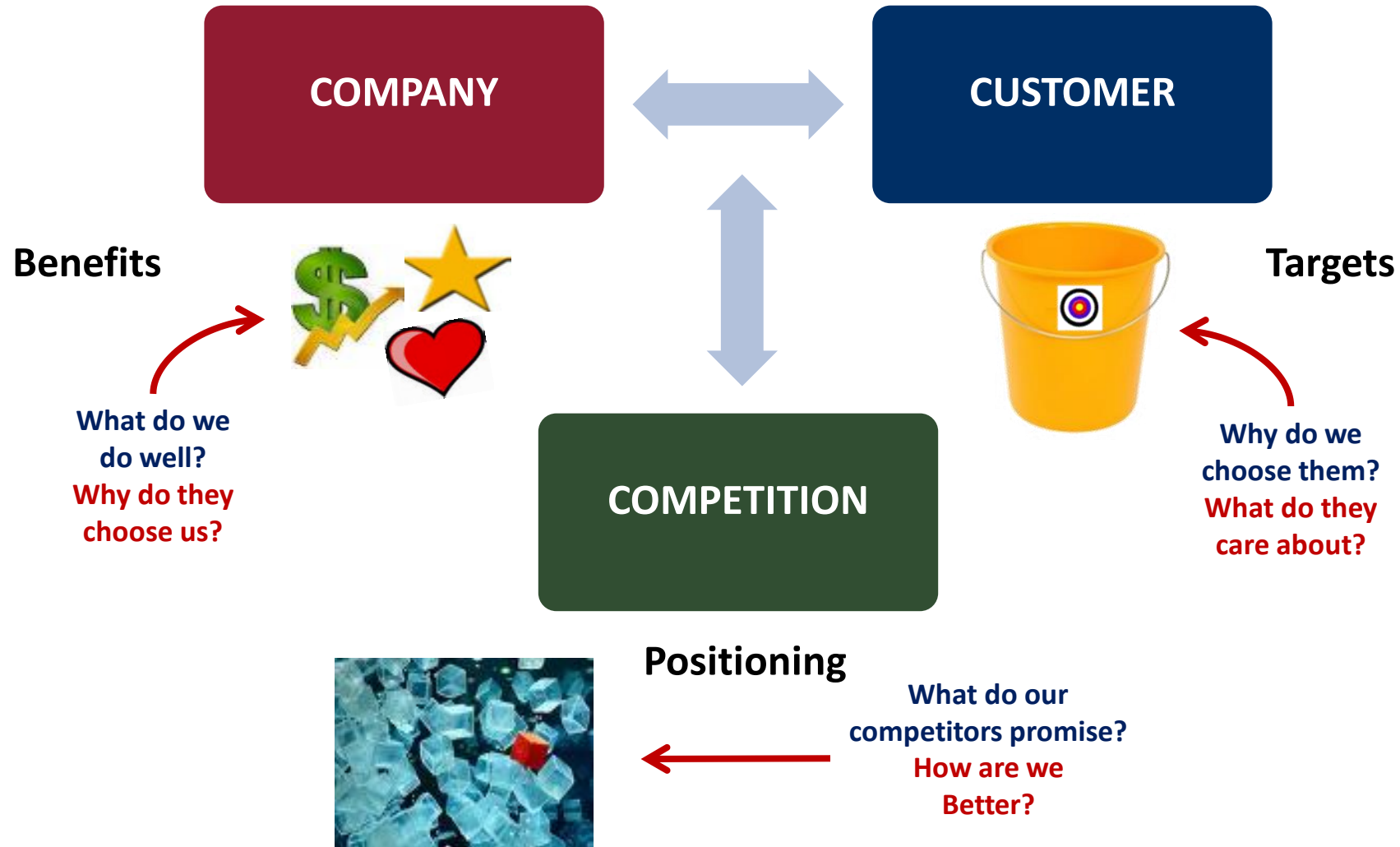
“To be intentional is to act purposefully,  
with a goal in mind and a plan for  
accomplishing it.”

- Ann Epstein

# The Puzzle Pieces of Business



# Customer Advantage



# Profiting from Revenue Growth

- ❑ Stories of pursuit
- ❑ Listen for these ideas...
  - ❑ Strategic approach
  - ❑ Intentionality
  - ❑ Customer choice
  - ❑ Value
  - ❑ Try, learn and adjust
  - ❑ Successes and failures
  - ❑ Challenges or accelerators

