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PROGRAMS POWERFUL KEYNOTES

The Next Hundred Yards: The Ultimate Formula for achieving major goals, accelerating productivity, and skyrocketing enthusiasm

- ✓ Eliminates the intimidation factor of huge goals by defining small, doable steps
- ✓ Sustains long term progress towards targeted goals
- ✓ Pinpoints market opportunities and organizational/product gaps
- ✓ Aligns company structure to foster sustainable growth across global markets
- ★ Increased leadership advancement of top performers to C-level status by 25% (Global Pharma)
- ★ Doubled growth rate of a global Fortune 20 B2C business division

Bridging Silos to Drive Success: How to create a team sport mentality that accelerates employee engagement, optimizes collaboration, and prevents silo traps

- ✓ Remaps ineffective processes and communication to integrate collaborative efforts
- ✓ Builds systems for productive engagement that sustain and accelerate over time
- ✓ Removes self-limiting, silo-driven patterns with the **"S3: Simplicity Selling System™"**
- ✓ Creates pathways to outstanding cross-function effectiveness
- ★ Improved workflow efficiency by 50% through integrated operational process metrics (Medical Device R&D)
- ★ Integrated a customized self-sustaining and accelerating operational efficiency system (Medical Device manufacturing)


From Pain to Performance: Successfully overcome obstacles and expedite decision making to achieve team peak performance

- ✓ Unleashes and utilizes untapped talents through facilitated problem solving
- ✓ Eliminates barriers to productivity by creating clarity of process
- ✓ Creates new success paths and removes ineffective patterns
- ✓ Improves efficiencies by understanding and using a network of help
- ★ Doubled effectiveness of high potential id and development for cross-market talent promotion (Financial Services)
- ★ Reduced labor costs by 15% through introduction of work block allocation (Global Pharma)

Make the same choice that Johnson & Johnson, Abbott, and SunTrust, and dozens of others have made... Hire Dorothy as your Executive Consultant! Please e-mail: de@dorothyerlanger.com or call 804-749-4100



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PROGRAMS INTERACTIVE WORKSHOPS

Igniting Innovation: Targeted idea development resulting in employee empowerment, improved operational efficiencies, and rapid business growth

- ✓ Hardwires team excellence for success in complex selling environments
- ✓ Accelerates breakthrough idea generation through customized innovation model
- ✓ Designs a change process strategy that improves employee dedication and engagement
- ✓ Expedites rapid growth by integrating the **Market Champion Road Map™**
- ★ Accelerated expansion across 6 key markets, generating over \$5M profits in the 1st 3 years (OTC)
- ★ Expanded a global product line by 5 product acquisition targets
- ★ Spearheaded the innovation of a global product line expansion to include 5 new products (OTC)


Opportunities for Growth: a strategic process to avoid critical gaps in team communication, build sustained market leadership and success in major multi-year contracts

- ✓ Accelerates sales growth by embedding complex selling techniques
- ✓ Creates a comprehensive structure for a targeted network of help
- ✓ Builds strategic partnerships within company and with client base
- ✓ Eliminates disjointed and ineffective relationship management
- ★ Doubled contract retention of market leading device in Top 3 global markets (Medical Devices)
- ★ Built an integrated multi-function sales process across 15 Asian markets (Pharma)

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PROGRAMS EXECUTIVE CONSULTING

The Next Hundred Yards Consulting Packages: The Ultimate Formula for Workplace Success

The Next Hundred Yards Consulting Packages are designed for companies seeking to accelerate business growth and solve internal problems that have the potential to create external risk.

Each package dives deep into workplace dynamics, untangling complex issues to create a clear and actionable path to success. Erlanger's innovative approaches have successfully transformed lack of employee engagement, siloed communications, ineffective processes and weak performance to maximized employee productivity, effective collaboration, operational efficiencies and goal achievement.

Dorothy creates a customized, practical strategy plan that enhances profitable long-term goal achievement and internal relationships, accelerating sustainable growth.

#1 - CHAMPION CONSULTING PACKAGE: (ANNUAL PACKAGE- FULL YEAR)


Full Operational Scope & Cross-Departmental Improvement

- ✓ Assessment Conference Call: clear delineation of problem areas to achieve maximum return
- ✓ On-site Strategy Sessions: monthly visits to accelerate progress
- ✓ [The Next Hundred Yards Plan](#): Step by step solution map to achieve peak performance
- ✓ Three 90 min Executive Conference calls per month
- ✓ [Metric Success Map](#): goal setting and tracking tool to ensure ongoing improvement
- ✓ [Senior Executive Debrief](#): final on-site session to review successes, ongoing metrics, and next steps

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The Next Hundred Yards Consulting Packages: The Ultimate Formula for Workplace Success

#2- TEAM CONSULTING PACKAGE: (SEMI-ANNUAL PACKAGE- 6 MONTH)

Cross-Departmental Improvement

- ✓ Business Analysis Conference Call: clear delineation of problem areas to achieve maximum return
- ✓ On-site Strategy Sessions: monthly visits to accelerate progress
- ✓ [The Next Hundred Yards Plan](#): Step by step solution map to achieve peak performance
- ✓ Two 90 min Executive Conference calls per month
- ✓ [Metric Success Map](#): goal setting and tracking tool to ensure ongoing improvement
- ✓ [Senior Executive Debrief](#): final on-site session to review successes, ongoing metrics, and next steps

#3- EXECUTIVE TEAM CONSULTING PACKAGE: (QUARTERLY PACKAGE- 3 MONTH)

Operational Alignment & Improvement

- ✓ Business Analysis Conference Call: clear delineation of problem areas to achieve maximum return
- ✓ On-site Strategy Sessions: one visit to accelerate progress
- ✓ One 90 min Executive Conference calls per month
- ✓ [Metric Success Map](#): goal setting and tracking tool to ensure ongoing improvement
- ✓ [Senior Executive Debrief](#): final on-site session to review successes, ongoing metrics, and next steps

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