

## Business leaders say...

*If we could just get everyone pulling toward the same vision and goals...put the right people in the right place...improve how we communicate...negotiate effectively...fully tap our own resources...achieve more clarity and accountability...increase revenue... Sound like you?*

## You're closer than you think!

Your firm is already doing most things right or you wouldn't be reading this. Now it's a question of focusing on the right things to launch your organization into greater productivity. Mardig and Company brings guidance systems that fly you up and over the day-to-day urgency of your business—giving you the perspective to make right choices about your future and your next steps.

Our tools and processes have driven results for the world's largest software company to venture capital start-ups. Here's what we do:



### Three keys

#### #1 - Strategy

Unlike other consultants, we believe you know your business best. A consultant piling on layers of complexity rarely accomplishes anything useful. We've designed a straightforward process called Strategic Envisioning™ to access your intellectual, intuitive and analytical genius. You will utilize your combined wisdom and knowledge to identify and focus on a vision, mission and scope that positions the company for competitive advantage.

#### #2 - Execution

Strategic Envisioning™ helps you discover your next bold tactical initiatives incorporating game plans and road maps to identify key objectives, and milestone deliverables—all clearly detailed for execution. Each person will know what they need to do to contribute to the organization's success. Results will be measured and desired behavior reviewed and rewarded. Accountability will go viral throughout your organization.

#### #3 - People

Mardig and Company workshops offer immediately useful tools and skills. Your people will learn to make decisions (by engaging with their team and crafting alignment), listen effectively, negotiate to maximize yield, communicate authentically (even in the most difficult or awkward situations), all while improving and managing valuable relationships. The focus is placed on real-time business issues to develop real-time outcomes.

Engaging relationships, workplace harmony and productivity are synonymous with highly profitable businesses. Using the Harrison Assessment, a scientifically validated analytical tool, brings insights to individuals and teams that aid in predicting role success, improve working relationships, and helping an individual self-correct self-sabotaging behavior.

Mardig and Company offers a wealth of tools to draw upon for each of these three keys. We work with you to prioritize your specific needs—where you can capture the biggest gain and fastest results.

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