

# PHILIP WILLIAMS



## YOUR NEXT GREAT GUEST!

His business education started at the family dinner table when he was about 8 years old. He was raised by a Barber Shop and Auto Salvage Yard owner then climbed the corporate ladder outside the family business. He's worked in manufacturing, distribution, engineering consulting, and professional services.

He's a 3-time Inc5000 honoree after becoming the CEO who took the helm of a 17 year old cash strapped company and grow it at 50% a year for 5 straight years. That resulted in two nearly simultaneous acquisition offers from two publicly traded multi-national corporations. He accomplished it all by bootstrapping the business - no outside money.

He's bought and sold a couple companies and been through the highs and lows you can only experience through small business ownership. Today, he helps small business owners build profitable and well respected companies through his consulting firm.

### TOPICS

- 87% of Businesses solve the wrong problems and that causes big cash flow problems.
- How employee personal goals affect company results.
- How to grow 50% without setting goals.
- How, when, & what to communicate to your team.
- What you should be talked about in a Driving Vision.



### QUESTIONS

- Growing a business gets messy. How do you know when you're fixing the right problem?
- What's the one thing you'd have done differently in the business you built at 50%/yr.?
- What are some of the self-inflicted problems business owners can easily avoid?
- A lot of small business owners are overwhelmed with their business as is, never mind growth. How can they deal with that?
- What holds business owners back from growing their businesses 2X, 5X, or 10X?

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