

PROFESSIONAL MANAGEMENT PROCESSES



"For years, traditional management has emphasized 5 processes: plan, organize, staff, direct and control when running a company. Unfortunately, those processes are marginally effective, instead with management practices that incorporate directed strategic planning, hiring and developing superior talent, developing workable systems, providing simplified but powerful employee training and inexpensive ways to create good morale at your company are steps that do work...and their implementation can increase growth and profitability".

- Paul Wham

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To learn more, visit
www.paulwhaminc.com



You've Grown Your Business Through a Combination of Hard Work and Some Luck Along the Way
But, did you know that incorporating 5 processes of strategy, people, systems, training and morale-building can more than double your profitability? Read about "Managing for Growth and Profit" at www.pauwhaminc.com

You've Managed Your Company for Years
But, did you know that managers at large companies receive hundreds of hours of executive training?

You've Read Management Books and Attended Training Seminars
But, did you know that smaller businesses require different management strategies and tactics than larger ones?

Let Paul Wham show you how the 5 processes can have an enormous impact on the growth and profitability of your business. He has over 20 years experience as **founder and C.E.O.** of three highly profitable businesses (two mid-size), plus 18 years of **top performance** in sales, sales management and general management.

- Recruited over 300 professional and top sales executives.
- Named Entrepreneur-in-Residence in Eastern Washington University's Center for Entrepreneurial Activities.
- Multiple years teaching experience in Xerox Corporation's sales training school, the University of Puget Sound's MBA program and Green River Community College's Continuing Education Program.
- #1 sales manager out of 103 and one of the top regional managers with Xerox Corporation.
- Graduate of the Executive Education programs at the Harvard Business School and Stanford University.
- Better Business Bureau 2002 "Business of the Year" finalist.

**Available for Management Consulting,
Executive Coaching & Speaking Engagements**