

Million Dollar Blind Spots[®]
Uncover the million dollar blind spots in your business
Gary W Patterson
(Can be taught as a 1, 2, 4 or 8 hour course)



Many business leaders focus diligently on their company's small, visible details only to be blindsided by the monumental and far more impactful events they didn't see coming such as the loss of a key customer, the departure of a key employee, or a harmful assault by a close competitor. Yes, the details are important, but leadership and vision are imperative to fostering continued growth and prosperity.

Successful business leaders periodically examine and evaluate many aspects of their businesses, including employee morale and development; product and service quality; growth, profit margins and profitability; marketing and advertising; customer development and retention; data analysis and financial reporting; budgeting and cash flow forecasting; inventory management and supply chain automation; vision and forward thinking; and so on.

Gary W. Patterson has accumulated a lifetime of business experience as a big 4 CPA who has negotiated more than 25 mergers and consulted with more than 200 well-established companies of all sizes. In this course, Patterson will help you broaden your vision and implement a strategy for effectively monitoring the many key aspects of your business. Specifically, you will walk away with:

1. A plan for focusing on the strategic areas you need to address to reduce or minimize your risks.
2. A practical, actionable process that you can implement the day after this presentation.
3. A roadmap for identifying and developing new revenue streams.
4. Two questions to improve opportunities.
5. Five of the more common Million Dollar Blind Spots.
6. Four questions to identify risks.
7. A test or 7 step process to uncover major blind spots opportunities and risks.
8. Outlook versus Resource visual snapshot.
9. Risk exposure versus Likelihood of occurrence visual tool.
10. Extra resources for follow up after the course.

Gary W Patterson
Biography

Known as the Fiscal Doctor, Gary W. Patterson has helped over 200 companies in manufacturing, technology, service, construction and distribution in companies from start-ups to Inc. 500 to Fortune 500. Several reached 10 x compounded annual revenue growth. He was the European coordinator for a Global supply chain re-engineering software application for Robertson CECO, a Fortune 500 company (also selected a premier site by J D Edwards). Gary has successfully negotiated over 25 mergers and acquisitions with a market value exceeding \$390 million. Gary holds a MBA in Finance and Operations from Stanford, a BBA in Accounting from the University of Mississippi, and is a Big 4 CPA, and NSA speaker. Patterson is the author of Million Dollar Blind Spots; Best Practices for Long Term Business Health, and other books. He speaks on enterprise risk management, risk analysis, leadership, and strategic budgeting.

Patterson has been interviewed or presented internationally to over 70 publications and groups including Forbes, Entrepreneur, CEO Magazine (AU), Directors & Boards, Risk Management, More Magazine, Top Producer. He offers to tailor this speech with discussions with 5 members before speaking. Contact him at Gary@FiscalDoctor.com or 678-319-4739.