

Navigate: Your Business Information and Training Resource

Helping organizations mature and grow in business skills has been Navigate's charter since our formation. Our partners and associates have spent their entire careers doing just that—chiefly in the Audio-Visual and related technology industries.

When you need to complement—or supplement—efforts to support staff or distribution partners with timely and topical business content, make Navigate a partner for:

Events and Webinars

Navigate partners are all accomplished and acclaimed trainers and presenters of programs from an hour to several days in length at live events. Whether your focus is Sales and Marketing, Operations and Project Management, Finance, Human Resources, or other business discipline, we can develop, produce, and deliver content tailored specifically to your audience. Our content supports your objectives, messaging, and positioning.

For shorter presentations that require less interaction, webinars (or a series of them) may be appropriate. Some representative topics from recent events and webinars include:

Management:

- Succession Planning: the Next Generation of Leadership
- Building a Human Resources Strategy
- Creating an Aligned Corporate culture
- Incentive programs that truly align with desired performance
- Using key metrics to better manage your business

Sales and Marketing:

- Building a Business Development Function and strategy
- Mastering the Art of Discovery
- Effective site surveys and bulletproof scopes of work
- Is the sales job done when the client says "yes"?
- How to differentiate yourself in dealer development
- Recurring revenue: key to sustainability

Operations

- Principled and disciplined use of Change Orders to capture lost profit
- End-to-end project management for integrators and live events
- Lost profits: the true costs of labor
- Understanding and implementing efficient throughput processes

Education and Training

For more intensive and targeted development initiatives, Navigate produces and delivers comprehensive training programs from half-day workshops to three day seminars. Programs are available to internal staff or as sponsored activity for members or partners. All are developed and led by veterans of scores of programs for thousands of participants on five continents. All are time-tested and success-proven.

Some of our more popular courses set the industry standard in:

- Mastering Professional Solution Selling
- Contemporary Sales Management
- Project Management for Technology Professionals
- Management Skills for Next Generation Leadership

Essentially all Navigate courses of whatever length or format qualify for CTS Renewal Units

Other Content Formats

Navigate staff members are engaging and widely published writers. We provide business expertise content through articles, e-books, blogs, newsletters, regular periodical columns, or design of material to be presented by others in your organization.

Consulting and Advisory Services

Navigate's core services include widely varied consulting engagements centered on increasing business maturity. These often start with comprehensive assessments followed by assignments to help implement changes over three to twelve months.

Engagements may also be narrower in scope, such as succession plans or exit strategies, design of incentive compensation programs, resolving family ownership issues, corporate valuation, staff deployment, or new market entry.

Within our core competencies, Navigate is uncommonly versatile. We're also easy to work with and totally committed to your results and objectives.

To learn more about how you can be more productive and profitable—or to help your partners be more successful—visit our website: www.navigatemc.com or contact a Team Member:

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