



The Executive Team Profile™ for Top Teams and Divisional Teams in Organizations

The Executive Team Profile™ Overview

Our *Executive Team Profile*™ provides an assessment of the strength and balance of your current leadership team at any level in your organization. We facilitate a review of past performance relative to goals and objectives for the company and for each person over the past few years.

Then we help the team to clarify current strategies for company development over the coming few years, specifying the new challenges, different nature of individual assignments and the *Core Values Nature* of each executive. Team weaknesses are identified, such as too little action/ results energy and too much assess/solve energy. The end result is a more focused team and a strategic leadership plan that guides the CEO in further development of each team member.

We guide the CEO/Division Leader in deciding whether to hire new team members, reposition and re-commission exiting team members and where administrative support positions may be warranted. This is typically a full day, client-site event, a very powerful and success-creating process that has a tremendous impact on the team and company.

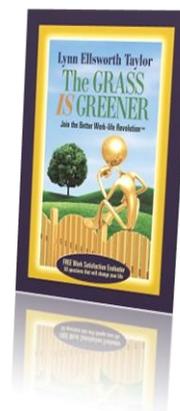
Additional meeting and training time, both before and after the Executive Team Profile, will be conducted with the CEO/Division Leader, as well as follow-up meetings at 30 and 90 days after the session.

Our Premise:

All human beings want to know and feel they are making their highest and best contribution in their work, fulfilling that sense of meaning and purpose in life. Our ultimate mission at Taylor Protocols is “putting the right people in the right seat, doing the right work!” We love what our Founder & CEO, Lynn Taylor says regarding *Real Work*:

My Real Work causes my presence on earth to be useful, positive and of significant value to those around me. The secret is not to learn how to have fun and joy at work; the secret is to do work that is naturally engaging to who you are and what you are, so you know that you are making your highest and best contribution. This allows you to experience real joy naturally as part of your work life. This is what Abraham Maslow called peak experiences. Sometimes this makes the right job downright fun.

-Lynn E. Taylor, *The Grass IS Greener*

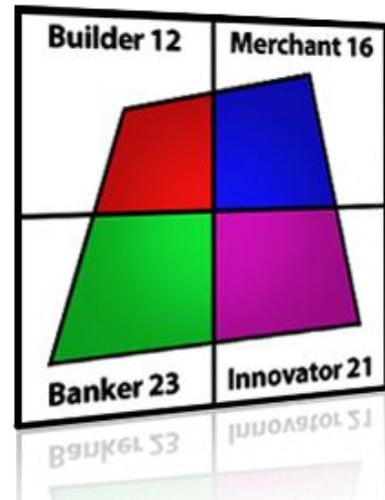


The *Taylor Protocols™*, powered by the *Core Values Index™*, will put every person in the right seat, doing the right work -Guaranteed.

Benefits of the Executive Team Profile™ in Your Organization:

CEO's, VP Executives, Division Leaders and their teams will:

- Participate in adult conversations that lead to a cleaner evaluation of every person's performance in their role to date.
- Become more knowledgeable about who they are at their deepest level; learning to lift each other to their place of highest and best contribution.
- Find the money! Your team will be taken through exercises to evaluate all sources of revenue and determine which source(s) generate the greatest gross margin and each individual's contribution to those margins.
- Leave with a professional development plan that maps their Core Values Nature™ to their essential tasks that are in alignment with the company's 3 – 5 performance goals.
- Identify key metrics in the current state of the company (Total Revenue, Direct Labor, Gross Profit, Gross Profit Margin, etc.). This baseline begins the process of identifying future (3 – 5 years) performance goals.
- Increase awareness of the current human performance bell curve and the hidden opportunity that is hidden by having the wrong people in the wrong seats.



...Consider how Taylor Protocols will cause your company to be more profitable and your employees more productive than generally believed POSSIBLE!