

As the CEO of a company or a division you know that your job is simple — yet anything but easy. Your board, employees and shareholders expect you to build a powerful team that executes a winning strategy and generates superior customer outcomes along with high returns to investors.

That's exactly what we help you do, systematically, using a proven 3-step process. We help CEOs, and the organizations they lead, enjoy happier more fulfilled lives by systematically tapping their individual and collective potential through the implementation of world class management processes.

Our Comprehensive Performance System (CPS) combines strategic and tactical alignment, individual productivity and team collaboration to deliver increasingly higher levels of overall performance and personal satisfaction.



step 1: Complete Alignment

Strategy Development and Execution

We use the Balanced Scorecard and years of experience with for profit and nonprofit enterprises to put together a winning strategy that gets implemented systematically and continuously improved over time. If you're familiar with the Balanced Scorecard then you know it's a way of life for thousands of highly successful organizations including UPS, Southwest Airlines, Duke Hospital, Constella Group, Advanced Energy, South-Light etc.

Tactical Implementations

Aligning tactical plans, budgets and special projects with your strategic priorities ensures that everyone spends time and money on what's most important. We show you how to focus your team's efforts on the critical elements and measure what's working, what's not, and why.

step 2: Individual Productivity

Any team that actively supports the strategy will generate superior outcomes for customer and shareholders; but a team that is aligned and well trained in basic work competencies will perform even better. How many of your employees know how to lead a productive meeting, or hire qualified people, or manage a project, or sell effectively?

We provide a reliable suite of competency building workshops that get everyone doing more, better and in less time.

"The very best way to predict the future is to create it."

– Peter F. Drucker

step 3: Group Collaboration

The only thing better than having powerful, well-trained individuals working towards a common goal according to an agreed-upon game plan, is to have them working together.

We tailor an approach to best meet your needs using proven methodologies like Myers Briggs, FIRO B, 360 Evaluations, facilitated team counseling etc., administered by trained certified professionals. We help you break down barriers to build high performance, happy, teams.

step 1: Complete Alignment

The Food Bank of Central and Eastern North Carolina

“SUMMIT did an excellent job helping us map out the critical elements of our strategy using the Balanced Scorecard methodology. In addition, SUMMIT helped us align our tactical plan with our mission and strategy so that we can focus on and measure what’s most important along the way. I recommend this approach to everyone.”

– Jane Cox, President/CEO

step 2: Individual Productivity

StarPoint Global Services

Information management

“We agree wholeheartedly with SUMMIT about the powerful effect that strong core competency skills can have on individual and group productivity. SUMMIT’s Goal Setting and Time Mastery seminar taught us how to make time work for us, which has given everyone a greater sense of control and more confidence that what needs to be done will be done.”

– Mats Bruin, President

step 3: Group Collaboration

SouthLight

Addiction treatment centers

“The work that SUMMIT has done with us has had a very positive impact on our culture. Our 100 employees work more effectively as a team which has improved morale and overall results. The organizational assessment that SUMMIT conducted was an important element of the overall program. We’re delighted with the whole process.”

– John Crumpler, Chairman

Supporting Services

Assessments

We grow our business through referrals and by demonstrating value. CEOs who are interested in our services invite us in for a conversation. Our goal during the first meeting is to build rapport and provide value by asking thought provoking questions and suggesting fresh approaches to old problems. The first meetings tend to be short – generally around an hour. If there is sufficient interest, we follow up with a free written assessment that involves a half day of management interviews, a write-up of our findings and a presentation/discussion with the CEO and leadership team.

“We began with an overall company assessment that really gave us insight into our performance and culture.”

– Jeff Cobb, Co-founder and CEO
Isoph, Web-based Learning Company

Coaching

Sometimes it helps to have a trained coach guide you to higher levels of achievement. A good coach provides feedback, drives self-awareness and provides new approaches to stretch and build an individual’s performance. Our team of certified coaches is available to help you and your team whatever the position, whatever the need.

Leadership Development Council

SUMMIT client CEOs and EDs meet together once a month to share Balanced Scorecard updates, ideas, challenges and solutions, and to learn from each other through a Team Coaching process and from invited guests.

Are you frustrated by the lack of progress relative to what you know your organization is capable of? Do you wish you had a simple and comprehensive way to pull it all together and achieve your most ambitious goals? If so you’re not alone. Our clients used to feel that way. Now they feel more confident and create better outcomes.

You can too! Call us today to find out how.