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2010 Business Planning Workshop Scheduled for November 13
Local businesses have experienced national success through planning

(Louisville, KY) Louisville-based **right angle**, which provides business coaching, consulting, training and development, is offering a Business Planning Workshop November 13 in their training center, 10300 Linn Station Road, Suite 100, 8:30 a.m. - 4:30 p.m.

Company President Rachel Butler said the workshop is designed to provide a limited number of non-competing businesses with an effective framework for 2010 planning.

Butler said workshop leaders will facilitate the development of a 2010 strategic plan with each participant using a unique, simple and proprietary methodology. Attendees will come away with:

1. Revenue and profit goals tied to sales and marketing efforts
2. Goals and objectives to create focus for the participating company's team
3. Key Performance Indicators that help managers assess success
4. New ideas to create profitability results

During her 23-year career, Butler has worked for and consulted with many Fortune 100 and international companies, federal agencies and small to mid-market companies. Allegra Print and Imaging-East and Sign-A-Rama Downtown are among **right angle's** local business success stories.

In 2009 Sign-A-Rama Downtown was inducted into their franchise group's Hall of Fame, which required, among other things, that the business must have been in operation for at least six years and reached \$1 million in sales for two consecutive years. Maggie and Brian Harlow, who opened their Sign-A-Rama location in 2003 have also been honored with several other corporate franchise awards including the 2008 President's Award, Outstanding Achievement in 2006 and 2004, Mentor of the Year in 2005 and Rookie of the Year in 2004.

Maggie Harlow said that they owe much of their success to the effective training and consulting help they have received from **right angle**.

"During the early days in our business we were so focused on simply surviving through each month, we didn't give much thought to writing a plan for the next year. It became increasingly difficult to operate this way as we grew. Working with **right angle**, we were able to learn how important a plan is and how intention of thought leads to behavior choices, which lead to outcomes," said Harlow. "Now that we have an annual plan, we have a gauge to use all year long to tell us if we are below, at or above our goal. Once we know where we stand, it is easier to know what action to take to respond. We feel our planning helps us be better prepared, coordinate our efforts and reach our goals faster and with less work."

During 2009, another **right angle** client, Allegra Print & Imaging-East, received three franchise honors – the Best of the Best Award, presented to the Allegra Network member with the highest score based on points for sales volume, owner’s discretionary profit, sales growth and profit mastery/new initiatives; Sales Excellence Award, presented to the top 10% in system-wide sales among the franchise members; and Annual Sales Growth Award, which was given to the top ten in sales growth percentage.

Jennifer Eberle, co-owner of Allegra-East with Denise Spalding, said, “Our responsibility as business owners is to map out a Strategic Plan so that our team has a road map of where we plan to go. Before working with **right angle**, there was no plan on paper. They are now an integral part of our strategic planning process. Their tools have helped us think differently about our business and create a vision and mission. We have exceeded our goals every year since.”

The cost to attend the November 13 Planning Workshop is \$295 for the first person in a company, \$250 for additional attendees.

For more information or to register call (502)412-6505 or visit www.rightangleresults.com and click on the “register for workshops” icon.

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About **right angle**

Rachel Butler, president of **right angle**, has trained and mentored thousands of people worldwide on topics ranging from Statistical Process Control to High-Performing Teams to planning. She has facilitated strategic planning for Federal agencies such as National Oceanic and Atmosphere and The Millennium Challenge Corporation and helped create high-performing teams with the Nuclear Regulatory Commission. She has served as an internal facilitator and consultant for GE Fanuc, a joint venture of GE and Fanuc of Japan, and as a controller for Makino of Japan. Additionally, Rachel is a certified Chief Training Officer by the American Society of Training and Development.

In 2007 she was named a member and “enabler” in the High Impact Portfolio, an organization sponsored by Greater Louisville Inc. (GLI) and the Office of the Mayor for fast-growth companies, companies with the potential for fast growth and businesses that enable growth in others. In 2008 **right angle** was named as GLI’s Inc.Credible Woman-Owned Business finalist and in 2009 a Woman Business Owner of the Year finalist. Her business partner and co-founder of **right angle** is Tom Butler, a certified consultant and facilitator for Miller Heiman Inc. sales performance methodologies.