

WEBINAR

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Rebuilding Your SMB: Preparing & Planning in a New Reality

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Agenda

- Introductions
- Looking Back
- Lessons Learned
- Measuring Performance
- Growth Strategy
- Talent Acquisition & Retention
- Succession Planning/Exit Strategy

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Meet the Presenters



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Looking Back

- Global pandemic
- Economic contraction
- Supply chain disruption
- Dynamic regulatory environment
- Expedited decision making
- The Great Resignation
- Changing work preferences
- Volatile inflationary period

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Lessons Learned

- Proactive not reactive
- Communication
- Adaptability
- Digital transformation
- Doing more with less
- Employee well-being
- Building the proper team
- Financial preparedness

Systems & Process

- Systems requirements
 - Cloud-based
 - Automated
 - Optimizing technologies/applications
 - Integration
- Process
 - Carefully designed
 - Virtual
 - Efficient

Growth Strategy

- Depth of resources & operational efficiency
- Buy vs. lease
- Bank debt vs. private capital
- Market considerations
- Reinvest/Reserve
- Customer experience
- Monitoring & evaluation

Talent Acquisition & Retention

- Flexibility with expectations
 - Work arrangements (locations & hours)
- Skill match
- Think outside the box
- Compensation & benefits strategies
- Discovering motivation
- Greater autonomy & empowerment
- Team feedback

Succession Planning/Exit Strategy

- Maintaining control
- Assess desired outcomes
- Set goals & expectations
- Formalize & track progress
- Development of key resources
- Pivot when necessary
- Remain accountable

Questions

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Thank you!

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