

Business Life Cycle:
The Importance of Recognizing and Understanding the Phase
Presented by: Michael Salach, The Bay State Consulting Group, Inc.

This seminar will help identify the business life cycle by phase, the leadership and operational skills required by phase, and briefly discuss the how they impact the desired outcome.

Its one thing to intellectually understand that businesses may go through a variety of prescribed phases or stages, however, it is quite another thing to understand the practical implications of how to successfully navigate through the phase and deliver the results or meet the expectations of the board, shareholders or family members.

The ability of a President, Owner or CEO to recognize the phase that their business is in, as well as, anticipate the next phase, position the resources and mobilize the resources to effectively execute the “plan” and achieve the stated and desired result requires not only leadership, but also practical skills.

Bio:

Michael Salach is an experienced senior executive with a unique blend of entrepreneurial, business development, operational and human resource skills. His experience includes Fortune 100 multi-national corporations, start-ups and turn-around businesses including such companies as Daimler-Benz, Schneider Electric, Raytheon, AGFA, The US Treasury Department, Renaissance Design, Hexel Corporation, FranNet and The Franchise Company.

Related industry experience includes automation, electronics, defense electronics, robotics, engineering service, retail & retail leasing, consumer electronics, telecommunications, construction and franchising.

His direct experience in strategic & business planning, mergers & acquisitions, marketing, sales, new product introduction, quality, human resources planning and change management has allowed him to successfully lead organizations through several aspects of organizational change due to mergers, acquisitions, divestitures, joint ventures and restructuring.

As President of early stage businesses, he formed strategic alliances, raised investment capital, restructured and aligned infrastructure to position the companies for growth or acquisition. The combination of both corporate experience, coupled with his personal acquisition two businesses has provided him a breath of practical experience that has qualified him to assist executives and business owners evaluate the financial strength of their businesses, formulate business strategies, align company and organizational resources with business objectives to achieve specific growth, productivity and efficiency goals that have directly translated to increased value and profitability.

In 2001 Michael founded The Bay State Consulting Group, Inc. The Bay State Consulting Group, Inc. provides an array of executive leadership / management coaching and business consulting services including strategic & business planning, product portfolio management, organization design & development, structural alignment, process design and re-design, resource alignment, staffing & assessments, executive coaching, sales channel development & CRM strategies, sales training and coaching. The Bay State Consulting Group has also assisted privately held businesses convert to franchise opportunities - as part of a growth strategy.

These services target start up's, early stage, as well as, small and medium size privately held companies and franchises in a variety of industry's.

Michael has also taught marketing and sales, strategic & business planning, organizational design & development and franchising. Michael holds a BS in Finance and an MBA in Management .