



# TOM NORTHUP

## *Building Excellence at all Levels*

### About Tom Northup...

With more than three decades of real-world experience in operations management, practical people expertise, and thoughtful leadership as the CEO and principal of three successful businesses, Tom Northup understands the complexities faced by today's active and fully engaged executives. Demonstrating the very latest and best business tools, Tom trains and educates from his extensive experience, utilizing proven processes that are necessary to increase profits and revenues in your organization. Tom will also show you how to develop "unfair competitive advantage", and lead in your marketplace through innovation and creativity. Executives that have worked with Tom are better leaders. He has taught them to grow their business, sustain results, and achieve the results they want by fixing productivity and efficiency issues, developing and implementing strategic plans, and cultivating results-based employee cultures that are committed and accountable.

### Tom's Most Requested Topics...

- **The Five Hidden Mistakes Managers Make that Kill Sustainable Growth**
- **Bridging the Leadership Divide: Closing the Gap Between Success & Significance**
- **Great leaders are born and not made? Right? Wrong!**
- **Personal Leadership – The Foundation of Leadership. Learn to lead yourself so you can effectively lead others**
- **Strategically Transform Your Organization To Reach Your Desired Future**
- **Learn to motivate employees to work at peak performance because they want to**
- **Leadership Using Emotional Intelligence: Discover how to use The EI competencies to help employees to be and want to do their best**

### Why should you choose Tom Northup?

- ✓ Tom speaks from experience, not just theory.
- ✓ Tom's style is interactive, laced with questions – no speeches here.
- ✓ Tom's format is participation. In his sessions, everyone will develop an action plan.
- ✓ Each participant receives a workbook of powerful points, helpful worksheets to complete, case studies, and important forms to use long after the workshop.
- ✓ The most important "takeaway" is the development of personal focus. Participants will identify personal high payoff activities they can immediately use on the job.

### What Others Are Saying About Tom Northup

*"Tom Northup has encapsulated the biggest challenges and then how to attack them in a methodical way.*

— Henry DeVries, Author of  
*Pain Killer Marketing*

*"Tom Northup hits the bullseye of why business owners and executives often fail to make the progress they want. He then walks us through a step-by-step process of how to fix it with time-tested strategies anyone can use to create dynamic business, financial and personal growth."*

— Paul R. Wojdyski, President,  
Controlled Key Systems, Inc.

*"Tom's book, **Five Hidden Mistakes CEOs Make**, is a must for a business owner that is trying to understand why the positive results that used to be there when the company was smaller are now negative or below expectations. Tom Northup gives practical insight along with solutions to get your company going in the direction you want."*

— Scott J. McDevitt, President,  
Translogistics, Inc

[www.lmgsuccess.com](http://www.lmgsuccess.com)

### Contact Tom Northup

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