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the **EXECUTIVES PROFIT**™
Coaching leaders to a brighter future

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Get out from behind your desk. When was the last time you walked the floor

of your office and talked to your team? Your team knows what's going on but you have to remember to ask. When you do ask, listen to what they have to say. Really listen! Don't dismiss their thoughts and comments. When you hear their thoughts, probe for further explanation, get a good understanding and thank them for being so open and concerned for the well being of the company. Remember, it's all about the team!

To learn more about The Executives Profit and how we can get you back on course, click [here](#) to check out our website!

About EP. The Executives Profit, based in the Chicagoland area, provides individual coaching and consulting for executives on a variety of business issues. We understand that leadership does not occur through systems alone. We believe it is as essential to develop skills to foster a learning attitude, results-driven behavior, flexibility and an open mind to improve on a continual basis. In addition, we understand that business basics - the fundamentals of blocking and tackling - must be solidly in place and in top working order. At The Executives Profit, we take into consideration all aspects of running a successful business. We aid in designing a strategy to improve across a variety of disciplines - that are both measurable and sustainable, such as:

- We help companies grow to the next level.
- Help companies stop the loss of profitability.
- Aid in the building of infrastructure.
- Add process to the organization.
- Take a wholistic approach to the business.
- Work with Owners, Founders, CEOs, Entrepreneurs to build a sustainable, profitable, growing business.

Contact us for a free consultation!

Best Regards,

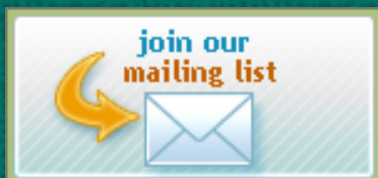
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We're Hiring!

The Executives Profit is currently looking for Coaches to add to our team. Click [here](#) for details about the position and how to apply.

[Rick's Tips](#)

REMEMBER WHO PAYS THE BILLS.....THE CLIENT

- Build a relationship with the client
- Treat the client with respect
- Realize that you need clients for many reasons
- Get involved with your clients---they'll help in many ways
- Ask the right questions and listen hard to what they say
- Learn the client's business

[Book Recommendation](#). This month we have asked our friend and a prominent banker Mike Moran to offer a book recommendation.

"The Art of the Steal" by Frank W. Agagnale Jr.

Nearly every year, I have a client that has some sort of fraud against it - often by an insider, but not always. I make this book required reading for all first time entrepreneurs and their controllers/CFOs. Fraud is still prevalent in many forms - check fraud and electronic fraud, in addition to identity theft. By reading this book by a former con man, and the many stories of clever thievery, we all can make sure we have better safeguards to make sure we are not the victim.

Michael Moran
First Vice President
American Chartered Bank

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