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

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I want to hear bad news. And I want to hear it early. You should encourage your team

to pass along the bad news as soon as possible. While you can still do something about it.

Everyone likes to shout about the good news, the big order, the great service, the compliments from the client, the referrals. The team hides the bad news. No one wants to step up and tell you until it's too late to fix.

Your open door policy should include the acceptance of bad news, or the anticipation of bad news. The team should know that you're not going to reprimand them for the delivery of bad news in a timely manner but that you'll

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!

be disappointed to hear the bad news when it's too late to fix it. Try to turn the bad news into an opportunity.

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

Best Regards,

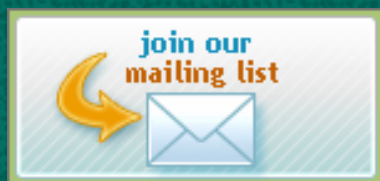
Rick Mazursky

The Executives Profit, LLC
www.theexecutivesprofit.com

O: 847-317-1575

F: 847-317-1576

C: 847-274-0332



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

DON'T FORGET TO COMMUNICATE

- Communication to your team, clients, vendors....keep everyone in the loop
- You'll work smarter this way
- It's open and honest and "no surprises"
- It will help when you delegate

Book Recommendation. This month's recommendation is from Kim Kleeman founder of Shakespeare Squared, which has been recognized by *Working Mother Magazine* as one of the 25 Best Small Companies, and by *Inc. Magazine* as one of the top 500 Fastest Growing Private Companies in America. Kim is also a client of ours and we very much enjoy the relationship.

"Ballsy: 99 Ways to Grow a Bigger Pair and Score Extreme Business Success" by Karen Salmansohn

This book offers real world advice and quick inspiration to help you get the career you always wanted. Visually stunning, often humorous, and extremely insightful, this book is the only one you'll need to set your self on course for extreme success. Here are some nuggets of wisdom,

- Mom was wrong. It's ok to talk to strangers
- It does matter how good your beef tenderloin is, don't try to sell it to a vegan
- When ever possible, play with people who are better than you

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