

## ***Leading Global Paper Company***

*Strategic Business Planning and Implementation/Leadership Development/Team Building and Facilitation/Improved Financial Performance*

### **Mission/Purpose (Objective)**

To effectively increase the company's revenues and lead it through four mergers and acquisitions

### **Business Challenge**

The founders of a division of a \$24 Billion paper company needed to do the following based upon it's extraordinary growth based upon a strong entrepreneurial culture and intense customer focus: Continue to drive business by creating a skilled leadership team with the right management infrastructure, create plans to expand the capabilities and capacity of it's leadership team, strengthen the company's culture, and establish a succession plan for a smooth transition of the founder's retirement.

### **Description of Marketing Offering**

Getting it right with your people

Getting it right with your senior leadership

Getting it right for you – Executive Consultation with the founders of the company

### **Process of Marketing Offering**

<i>Assessment:</i>	Conducted interviews with all key members of the management team.
<i>Planning:</i>	Facilitated the development of a comprehensive strategic business plan.
<i>Implementation:</i>	Provided on-going executive consultant with the founders of the company on 24/7 basis.
<i>Developing Leadership</i>	SL&A provided customized training which yielded a strengthened leadership team. We provided ongoing leadership training to both senior leadership as well as middle managers to ensure their understanding of corporate vision/mission and job responsibilities as well as their acceptance of accountability to achieve results. Financial literacy programs were delivered as well.

### **Client Testimonials**

“Stuart Levine & Associates played a major role in the growth of our revenues and the development of our leadership team. We built our business from \$120 Million in revenues to over \$1 Billion. Throughout all four major transactions and acquisitions, with the help of Stuart Levine & Associates, our team emerged as the leader of the new entity.”

**Chairman and CEO/Founder**

“So many consultants try to find out what the client wants to hear. But you're different. You tell us the truth. Unlike other consultants who bludgeon you and are very surgical, with barriers to implementation, your process leads to successful implementation.”

**CFO and Executive Vice President**