

JANUARY TOPIC ▶▶

What CXOs Need to Know About Growing A Business from \$0 to \$500 Million

Lessons Learned from the 2008 Entrepreneur of the Year

Organizer & Moderator

Jim Handlon, Chief Executive Officer, **Bottomline Partners**

Presenter

Dennis Ratner

Chief Executive Officer

Ratner Companies & Hair Cuttery, Inc.



Dennis Ratner built his service business from one store to over 2,500 operating units. His organization is one of the most recognizable global brands in the hair services industry. Dennis was awarded *Entrepreneur of the Year Award* in 2008 for his accomplishments in growing from \$0 to over \$500 million today. His insights and tips will provide guidance to CXOs trying to grow their businesses, including:

1. What was your idea? Your vision? The start-up early path?
2. How did you grow and build-out your business (keys to success)?
3. What was the hardest thing to do?
4. How did you finance growth (tips for success)?
5. What are your keys to success (what should be avoided)?
6. What would you do differently?
7. Guidance to CXOs trying to grow their businesses

As the founder and CEO of the largest privately-owned chain of hair salons in the country, **Dennis Ratner** exemplifies a entrepreneur with a dream. His vision, spirit, and belief that a successful service business is built around people guides the growth of Ratner Companies. Dennis' sincere commitment to the happiness and continued growth of the people creates a uniquely caring and supportive culture, and truly differentiates Ratner Companies from other similar service businesses. Dennis says, "It's all about the people—I am passionate about our Vision to be a company of happy people."

As a CXO participant at this important session, you can expect to hear first-hand how a dream can come true, and what it takes to make it happen. The path of success for Dennis is filled with lessons learned that all CXO executives can absorb and take home to use in our businesses. Dennis lives in West Palm Beach, Florida and enjoys golf, skiing and the outdoors.



CXO Forum 09-10 SERIES

JOIN US!

THURSDAY
JANUARY 14
2010

7:30am to 8:00am
Networking and
Continental Breakfast

8:00am to 9:00am
CXO Forum
Panelist(s) Presentation

9:00am to 9:15am
Burning Issues

*Discuss your specific
issues and challenges
with colleagues and
fellow CXO members*

Location
Cherry, Bekaert, &
Holland
1934 Old Gallows Road
4th Floor
Vienna, VA 22182
703-506-4440
For directions, visit
www.CXOForum.com

CXO Forum

FOUNDING PARTNER



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Please Join Us and Bring a Guest to CXO Forum Meetings.

All CXO Forums are the second Thursday of the month (unless specifically noted)

7:30 am to 9:15 am

- 7:30 to 8:00 am – Networking & Continental Breakfast
- 8:00 to 9:00 am – CXO Forum
- 9:00 to 9:15 am – Burning Issues

Looking to Connect with CXOs?

Check out our website to learn how to get involved! Join the Capital region's leading CXO Forum today. www.CXOForum.com



October 2009 CXO Forum Meeting with guest presenters **Scott Ulvi**, CEO, Triumph Enterprises, and **Tony Martin, Ph.D.**, President & CEO, Strategic Solutions Unlimited, Inc.

Upcoming CXO Forum Meetings

JANUARY 14, 2010

Growing a Company from \$0 to \$500M: Insight from a Business Leader

Dennis Ratner, CEO of Hair Cuttery and The Ratners Cos.

FEBRUARY 11, 2010

Building and Delivering Sales Success

MARCH 11, 2010

Identifying the Right Tools for Financing Growth

CXO FORUM DINNER SOCIAL AND MEMBERSHIP EVENING

APRIL 8, 2010

Building and Protecting Strong Brands

MAY 13, 2010

CXO Forum Roundtable

JUNE 10, 2010

Tools for Executive Compensation Plans, Part II

BRING A GUEST!

Recent CXO Forum Meetings

SEPTEMBER 10, 2009

The Power of Networking

Bill Stokes, Chairman, Washington Network Group (WNG); Executive Search Consultant

OCTOBER 8, 2009

Selling to the Government: What Small Business CEO's Need to Know (To Win Contracts)

Presenters: **Scott Ulvi**, President & CEO, Triumph Enterprises, Inc.; **Tony Martin**, PhD, President & CEO, Strategic Solutions Unlimited, Inc.

CXO FORUM ANNUAL SOCIAL, OCTOBER 27, 2009

Guest Presentation by **Donald T. Beery**, Partner, Plus Point Partners, LLC; Corporate Sponsor: **McCandlish & Lillard**

NOVEMBER 12, 2009

2010 Economic Forecast: What's Ahead for the U.S. and Washington on Jobs, Housing, Growth Sectors, and More

Stephen S. Fuller, PhD, Dwight Schar Faculty Chair and University Professor

Director, Center for Regional Analysis, School of Public Policy, George Mason University

DECEMBER 10, 2009

What CXOs Need to Know About Effective Advisory Boards

Bob Morgan, Co-Founder & CEO, MorganFranklin;
Elizabeth Murphy, Founder & President, CFM Partners