

November 13, 2014

Building Recurring Revenues Into Your Business

Organizer and Presenter:

Jim Schleckser – CEO of Inc. CEO Project

Presentation Overview:

The single most important factor in a great business model is strong recurring revenue. It drives the ability to grow, predictability of revenue and income, and ultimately enterprise valuations.

Presentation Key Takeaways

In this interactive session, we will cover the following material:

- The power of recurring revenue business model
- Forms of repeat and recurring revenue
- How to price for recurring revenue
- How to add recurring revenue to an existing business model
- Valuations for recurring revenue businesses

About Our Presenter:

Jim Schleckser – CEO of Inc. CEO Project



Jim helps leaders grow companies. He specializes in the issues that fast growth firms experience in their business models, talent, processes and systems as they reach higher levels of performance. Jim works with CEOs of high growth companies to identify and obliterate the things that stand between them and continued organizational success.

With 30 years of leadership in business strategy, technology businesses, process improvement, organizational development, mergers and acquisitions, engineering, sales and marketing, he brings experience in leading global organizations in both public and private environments across many functional areas to the table. He has done business in over 25 countries.

His insight is sought by dozens of CEOs of growth companies around the country. If you want straight, strategic advice on your business problem - you have found your guy.

He is a soccer player, Cross Fitter, prolific reader and outdoorsman. He resides in Potomac, Maryland.

Date | Time | Location

THURSDAY
November 13, 2014

7:30 AM to 8 AM
Networking and
Continental Breakfast

8 AM to 9 AM
CXO Forum
Presentation

9 AM to 9:15 AM
Burning Issues: Discuss
your specific challenges
with colleagues and
fellow CXO Forum
members

Location
Cherry Bekaert
1934 Old Gallows Road
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For directions, visit
www.cxoforum.com

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