



To all Chamber of Commerce Members:

YOU'RE IN!

The Chamber of Commerce is partnering with **Business Builder** to provide the valuable **Business Builder 360 Program!**

As a way to add significant value to your membership, the Chamber of Commerce is excited and pleased to provide Chamber members with tools, content and programs aimed at your business growth and profitability.

The good news is that **YOU'RE IN!**

All Chamber of Commerce members are automatically registered as BASIC Business Builder 360 members and you now have access to all your tools and systems.

*On your **free** member website, you will find:*

- 1. Access to business tools from ActionCOACH.*
- 2. Online Business Courses for you and your team.*
- 3. DiSC assessments and other analysis tools. You are eligible for FREE DiSC Assessments for you and 4 current team members.*
- 4. Book Summaries of many business top books.*
- 5. A special offer for a Business Valuation and Consultation.*

Create your account at **gothenburg.businessbuilder360.com** (no www)

You are automatically a member of the **BASIC Business Builder 360 Program**. You may want to consider subscribing to a **PRO or Accelerated** Program, giving you more tools, more selection and improved pricing. You'll find information on the PRO and Accelerated Programs enclosed.

Business Builder partners with a variety of vendors to deliver the best business training, coaching and advice. This partnership with the Chamber of Commerce and the services we offer are intended to benefit you, your company, and your employees. **Our desire is to increase your bottom line and help your staff and employees be more engaged and productive.** These are big promises, but the Business Builder Program provides time- and business-tested concepts and tools. When you partner with Business Builder, you will recall this day in the future, looking back with pride, on how your business has changed for the better.

Please explore our services and direct any questions to us at help@businessbuilder360.com.
Welcome aboard!



Welcome to the Chamber of Commerce Business Builder 360 Program!

What Should You Do First?

Visit gothenburg.businessbuilder360.com and create your member account!

1. Take a tour of the site - What is your greatest concern? Profit, Control, Team or Marketing?

As a new BASIC Business Builder member, you can begin to work on these issues right away!

- **More Profit:** Everyone can use more cash. But do you know the difference between random cashflow and predictable cash flow? You will now! Watch the 5 Ways To Massive Profit video.
- **Take Control:** Most business owners find themselves riding a bucking bronco! Kicking up dust, banging into the fence, holding on for dear life. But the goal is not to get good at riding the bucking bronco...
- **Better Team:** Your team is the key to success. We recommend using DiSC to improve your communication and results. Order your FREE DiSC assessments for yourself and 4 team members.
- **Powerful Marketing:** Spend too much? Not enough? Learn how to make your marketing into an ATM: \$100 in, \$200 out...

2. Look for our Business Builder blog

Every week, we'll be offering a tip on a key business concept, like cash flow, time management, team building and marketing. This is a great way to learn new concepts and grow your business.

3. Explore the Business Builder Learning System

Where do you go to learn something new? Our Learning System courses! With over 120 popular topics, there is no doubt you will find valuable training right on our site.

4. Be a power reader with book summaries of top business books

Don't have time to read books? Book Summaries by Read It For Me are a perfect way to learn the basic concepts of books without reading the whole book.

5. Widen Your Business Knowledge

Business Builder partners with **ActionCOACH** who has 1200 business coaches in over 80 countries and has a wealth of business material you'll find useful and challenging. Get your business moving with **ActionCOACH**'s 25+ years of experience coaching business owners like you!

6. What's Your Business Worth?

As a Business Builder member, you can find out! We offer an online valuation at a great price that will give you a very accurate valuation without the expensive CPA or law firm. And we'll give you 2 hours of consultation to discuss how to improve that value.

7. Upgrade to PRO!

Your business can grow even faster with the \$99/month PRO program! 130+ free courses for you and your Team. Free business valuations. Free DiSC assessments. A weekly webinar for learning and discussion about key issues you face every day. And access to better pricing on all other services. It always pays to go PRO!

8. Work With A Coach – The Accelerated Program

To supercharge your business results, you can arrange to work 1 on 1 with a business coach. Meet twice a month to develop your strategies for growth and tap into the coach's valuable experience! You know your industry – the coach knows how to grow a business. Together, you can do amazing things!

DISC

Our DISC online assessment is an invaluable behavior profiling system that teaches users how to identify—and use to their advantage—the predictable aspects of communication. Based on the research of Dr. William Moulton Marston, DISC is the most widely used behavior profiling tool of its kind, supported by decades of research and validation. Whether you're the member of a large or small organization, our DISC reports offer the greatest accuracy for a range of dynamic business applications...



Sales Training

The DISC Sales report teaches users to: (a) know their natural behavioral tendencies, (b) identify their customer's observable behaviors, and (c) adapt their selling style to fit the customer's buying style.



Hiring & Selection

DISC is a cornerstone assessment utilized in each of our hiring & selection tools. Fact: the average employee costs his/her company 3x their annual salary once training, benefits and other ancillary expenses are calculated. The right person in the right job is priceless; the wrong person is a nightmare waiting to happen.



Performance Evaluations

Use DISC to identify strengths and struggles before they manifest in the workplace, then establish measurable benchmarks for improvement.



Communication Management

Use DISC to bring clarity and newfound understanding among otherwise contrasting behavioral styles. Optimize your "communication environment" for a more productive and profitable outcome.



Customer Service Training

Use DISC to train anyone how to exceed customer expectations for courteous treatment and professional service. Your staff will be equipped to deal with any behavioral style.

The DISC Leadership report trains managers to: (a) know their natural behavioral tendencies, (b) identify their employees' observable behaviors, and (c) adapt their leadership style to optimize the employees' work style.



Leadership Development

Know who fits with whom in advance. Create teams based on compatible skills and traits, not merely by "rounding up the usual suspects." When you need a top performing team, you must find out who will mesh and who will clash.



Team Building

Online Course List

These online, self-paced courses are to help you and your staff. A catalog of them is available on the website. At the Basic Level you can download and use the courses listed here in **RED**. At the Pro and Accelerated Levels, you may select any. Training is the way to keep skills sharp, and learn new techniques. It is our hope that these courses will aid you.

1. **Administrative Office Procedures**
2. Administrative Support
3. Adult Learning - Mental Skills
4. Adult Learning - Physical Skills
5. **Anger Management**
6. Appreciative Inquiry
7. Archiving and Records Management
8. **Assertiveness And Self-Confidence**
9. Attention Management
10. Basic Bookkeeping
11. Being A Likeable Boss
12. Body Language Basics
13. Budgets And Financial Reports
14. Business Acumen
15. **Business Ethics**
16. Business Etiquette
17. Business Succession Planning
18. Business Writing
19. Call Center Training
20. Change Management
21. **Civility In The Workplace**
22. **Coaching And Mentoring**
23. **Coaching Salespeople**
24. Collaborative Business Writing
25. Communication Strategies
26. Conducting Annual Employee Reviews
27. Conflict Resolution
28. Contact Center Training
29. **Contract Management**
30. Creating a Great Webinar
31. Creative Problem Solving
32. Crisis Management
33. Critical Thinking
34. **Customer Service**
35. Customer Support
36. Cyber Security
37. Delivering Constructive Criticism
38. Developing a Lunch and Learn
39. Developing Corporate Behavior
40. Developing Creativity
41. Developing New Managers
42. Digital Citizenship
43. Emotional Intelligence
44. Employee Motivation
45. **Employee Onboarding**
46. Employee Recognition
47. Employee Recruitment
48. Employee Termination Processes
49. Entrepreneurship
50. **Event Planning**
51. Executive and Personal Assistants
52. Facilitation Skills
53. Generation Gaps
54. Goal Setting and Getting Things Done
55. Handling a Difficult Customer
56. Health and Wellness at Work
57. High Performance Teams Inside the Company
58. High Performance Teams Remote Workforce
59. **Hiring Strategies**
60. Human Resource Management
61. Improving Mindfulness
62. Improving Self-Awareness
63. **In Person Sales**
64. Increasing Your Happiness
65. Internet Marketing Fundamentals
66. Interpersonal Skills
67. Job Search Skills
68. Knowledge Management
69. Leadership And Influence
70. Lean Process And Six Sigma
71. Life Coaching Essentials
72. Manager Management
73. Managing Personal Finances
74. Managing Workplace Anxiety
75. **Marketing Basics**
76. Measuring Results From Training
77. Media And Public Relations
78. Meeting Management
79. Middle Manager
80. Millennial Onboarding
81. mLearning Essentials
82. Motivating Your Sales Team
83. Multi-Level Marketing
84. **Negotiation Skills**
85. Networking Outside the Company
86. Networking Within the Company
87. **Office Politics For Managers**
88. Organizational Skills
89. Overcoming Sales Objections
90. Performance Management
91. Personal Branding
92. Personal Productivity
93. Presentation Skills
94. Project Management
95. Proposal Writing
96. **Prospecting and Lead Generation**
97. Public Speaking
98. Risk Assessment and Management
99. Safety In The Workplace
100. Sales Fundamentals
101. **Self-Leadership**
102. Servant Leadership
103. Social Intelligence
104. Social Learning
105. Social Media In The Workplace
106. Social Media Marketing
107. Stress Management
108. Supervising Others
109. **Supply Chain Management**
110. Taking Initiative
111. **Talent Management**
112. **Team Building For Managers**
113. **Team Building Through Chemistry**
114. Teamwork And Team Building
115. Telephone Etiquette
116. Telework And Telecommuting
117. **Ten Soft Skills You Need**
118. The Cloud and Business
119. **Time Management**
120. Top 10 Sales Secrets
121. Trade Show Staff Training
122. Train-The-Trainer
123. Universal Safety Practices
124. Virtual Team Building And Management
125. Women in Leadership
126. Work-Life Balance
127. Workplace Diversity
128. **Workplace Harassment**
129. Workplace Violence

We also have Microsoft Training Courses for all the Office Modules.

Business VALUATION



What is the most important question every Entrepreneur needs to ask themselves?

“How much is my business worth?”

How can you get your Business VALUATION?

With the assistance of your **ActionCOACH**, you can now determine the value of your business in less than 10 minutes and get a customized, dynamically driven Valuation Report, including multiple value scenarios and comparative market data.

This 23-page PDF report dynamically generated & customized to each business ...

- ✓ Four different valuation estimates representing a range of scenarios
- ✓ Financial summary & assessment relative to industry data
- ✓ Comparative analysis of Income, Cash Flow, Assets, plus other metrics & critical success factors
- ✓ Financial, business and growth characteristics to calculate your business' value

“The service that this tool provides has helped us strategically plan as it provides the operational data we need to plan our growth and capital resources.”

— **Gary Robinson** / Owner, Power UP Manufacturing

To find out how much your business is worth, Contact me today! ...

COACH: Jim Barger

Phone: (402) 676-8809

Email: JimBarger@actioncoach.com

Website: www.whatsyourbusinessworth.info



ActionCOACH
business coaching



Take a look at the PRO Business Builder 360 Program...

If you're ready to take off, invest in the PRO program. Here are the details:

- **Free Business Valuation**

At 6 months as a PRO Member you are eligible for a business valuation and consultation. A valuation can cost thousands of \$, but is included with your PRO membership.

- **Free Learning System courses for you...and your Team!**

Our PRO Learning System courses boast over **130** topics, Use them to upskill yourself or team members. Normally, a \$49 value per person/per class, but they are all free for PRO members.

- **Be a power reader with book summaries of top business books**

Don't have time to read books? Book Summaries by **Read It For Me** are a perfect way to learn the basic concepts of books without reading the whole book.

- **Free DiSC Assessments for your whole Team.**

As PRO member, you are able to do a free DiSC / Motivator assessment for all members of your team, including you! You also have free DiSC assessments for future hiring. This benefit alone will cover the cost of membership!

- **Weekly Webinar with other Members**

Every week, you will join us for a weekly webinar on a key business concept, like cash flow, time management, team building and marketing. You can ask questions or offer your experience in the discussion. Can't make it? The webinars will be recorded and available online.

- **Kick into high gear with access to an accountability Coach**

ActionCOACH has 1200 coaches in over 80 countries and has a wealth of business material you'll find useful and challenging. Get your business moving with our 25+ years of experience in business coaching and training.

- **Better Pricing on all online content**

As a Business Builder PRO member, you will have great pricing on team analysis, company metrics and other valuable products.

**The Business Builder PRO Program is only \$99 per month
No contract, change your membership at any time.**