LT Results
INSPIRING LEADERS • IGNITING RESULTS

Owner/CEO

- Approve
- Strategic Plan
- Finances & New Customer Deals
- High Level Hiring & Dismissal

#2 & Operations

- Back up for CEO's tasks
- Strategic planning input
- Run operation, equip, people, process to finish product
- Hire own staff & manage
- Manage shipping and logistics

Sales & Marketing

- Create sales pipeline
- Make customer calls
- Create proposals and pricing
- Close business
- Follow-up with customer satisfaction
- Attend trade shows, customer events and network

Finance

- Manage accounting function
- Report cash flow
- Run P & L's; discuss weekly with owner
- Pay taxes and payroll on time
- Pay expense reports

Human Resources

- Hire new employees
- Orient & train for their dept
- Coach managers on how to lead and manage employees
- Collaborate with finance on employee benefits & payroll

Technology & Equipment

- Estimate technology needs as company grows
- Buy computers, hardware and software
- Manage printer needs
- Keep up to date on software needs
- Manage phone systems
- GPS for company vehicle needs