

## Experienced Business Mentors providing practical professional support to business owners.



The current state of the US and world economies, pressure from financial and real estate market realities, shrinking credit markets, soaring costs, decreased demand, the inevitable massive growth of global competition, and the spiraling costs of doing business – especially in Connecticut, are causes for great concern.

### Do you:

- △ ***Need to do 20% more business to meet last year's margins?***
- △ ***Consider employee layoffs or the need to cut benefits?***
- △ ***Work in your business and not on your business?***
- △ ***Have Business Accounts closing due to your surcharges?***
- △ ***Have runaway Cash Flow Issues?***

**... and the list goes on !**

### What Our Clients Say...

- △ Grew sales 200% and expanded sales channels threefold.

Commercial wood and metal refinisher, CT.

- △ Assisted start up through successful first level funding to achieve second year sales of over \$1.0mil. Company operates in 4 distinct markets. Franchise and social network offshoot potential are being developed.

Educational/Business Support Company, CT

- △ Guided growth and development over three year period resulting in expansion of sales by 534% and added structure of COO, CIO and CMO - and still growing.

Data Web Firm, CT

- △ Assisted and guided domestic manufacturer to restructure and reinvent to a successful growth business model.

Shoe Manufacturer, NY, NY.

- △ Created team focus to address cash flow and internal issues needed to support steady growth trend. Sales doubled in 24 months and growth continues.

High End Consumer Goods Company, CT

### Who We Are...

- △ **Expert providers of corporate development, capitalization, renewal, turnaround services to support long term success.**
- △ **Members are trained and qualified with an average 25 years experience.**
- △ **Serving clients through senior executives and thoroughly experienced experts.**
- △ **We work with our clients to develop, execute, and sustain winning business solutions.**
- △ **Results, Reliability, Honesty, and Integrity.**
- △ **CTBG principals are available to speak on a wide range of business topics.**
- △ **Business Improvement Seminars.**
- △ **Pro bono initial Business Evaluations**

### Filling the Management Gap

- △ Business Analysis
- △ Mentoring
- △ Practical Advice
- △ Project Design and Implementation
- △ Roll up our sleeves and GET IT DONE!
- △ Stay through to your satisfaction
- △ Someone to turn to.....

## What is in it for me...

### **PRACTICAL ADVICE AND STRATEGIES THAT WORK**

Simple, practical advice that relates to you as a business owner to help deal with, and resolve, just such issues... most often with immediate results!

Get in touch with your original vision!

Re-energize and reinvent your business

- Δ Access to top Senior Business Executives who understand your business
- Δ Experienced and qualified to talk business
- Δ Virtual Board of Directors for YOUR Company
- Δ Extensive network of specialty services

**Your business deserves  
someone to talk to!**

## Mission Statement

*The Connecticut Business Group is a co-operative effort among independent, accredited business advisors to bring to small and medium size business owners and managers a broad pool of skills and experience to assist them in operating and managing their businesses.*

### Principals

#### **David Michelson**

dmichelson@connecticutbusinessgroup.com  
203-327-0042

#### **Thomas Fleury**

tfleury@connecticutbusinessgroup.com  
860-644-4203

#### **Frans Vogels**

fvogels@connecticutbusinessgroup.com  
203-286-8139

#### **Jack Baney**

jbaney@connecticutbusinessgroup.com  
203-966-8944

## Does your business need someone to talk to?

### Need more...

Time ?...

Cash ?...

Sales ?...

### Need less...

Risk?...

Expense ?...

Obstacles ?...

## Want to be different?



**"WE KNOW BUSINESS"**



**"WE KNOW BUSINESS"**