

It's about time

LEADING THROUGH PROCESS EXCELLENCE



STEPHEN KING In a 25+ year software career, Stephen has excelled in a number of critical high-tech roles in both startups and large firms, most recently as Director, Business Development, Intuit Canada & U.K.

Stephen is co-founder of www.loyaltywidget.com and www.condodocman.com. He writes for the Calgary blog for www.Techvibes.com and is an advisor to several firms, notably www.zensoftstudios.com, www.mob4hire.com and www.businessoverbroadway.com.

The disadvantage of high-tech in Calgary is that there is a ... “shortage of strong marketing / financial people; aren’t enough successes or capable teams.”

Allan MacKenzie, Tech Investor

from “Is Calgary emerging as a silicon valley calibre hotbed of tech?”, presented by www.materialinsight.com

Executive Management Consulting

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LEADING THROUGH PROCESS EXCELLENCE

Process Excellence is a six-sigma leadership methodology used by firms like G.E. and Intuit. Learn how to apply a streamlined version to laser focus your team with a clear business strategy.

CUSTOMER CENTRIC MARKETING AND SALES PIPELINE MANAGEMENT

Marketing and sales can be the achilles heel of a tech firm ... how do you effectively monetize your market?

CUSTOMER LOYALTY 2.0

Understand and apply two kinds of customer loyalty (purchasing and advocacy) to drive exponential revenue growth. Based on research by Dr. Bob E. Hayes, Ph.D., recognized expert in customer satisfaction.