

Brad Dawson

Professional Business Speaker



Speaking Experience:

- American Institute of Architects,
- International Cemetery, Cremation and Funeral Association
- International Facility Management Association
- National Concrete Masonry Association
- National Stone, Sand and Gravel Association
- Plumbing, Heating, Cooling Contractors – National Association
- Independent Electrical Contractors Association
- Finishing Contractors Association
- American Council of Independent Laboratories,
- American Society of Association Executives
- American Council of Engineering Companies.

Brad Dawson is the Managing Director of LTV Dynamics and has 28 years of management consulting experience. As an internationally-recognized business strategist and growth-oriented financial management consultant, he conducts over 70 presentations a year and serves as a contributing writer to numerous international management and leadership publications.

Featured Presentation Topics

Warrior Management

As a business owner, you are building an empire. You go to battle every day fighting to gain market share, defeat your competitors, and capture new customers. The obstacles you encounter are similar to the challenges that world conquerors faced centuries ago. What principles did world conquerors use to build their empires? How can those lessons be used to further your business success?

Tapping Your Unseen Business Potential

Businesses are incredibly inefficient. Owners and staff work countless hours to squeeze out incremental increases in revenues and corresponding profits. Expensive business development schemes are devised that focus corporate growth on new customer or business acquisitions. But in reality, there is a significant level of untapped revenue and profit potential already inherent in any business. In fact, on average, businesses are only realizing 6% of their revenue potential.

Common Issues that Keep Businesses from Being Exceptional

Most business owners are seeking “extraordinary” solutions to solve corporate growth issues, when in fact, there are a series of simple corrective actions that will substantially increase business revenues, profits and corporate value. These growth issues are so common that I have labeled them “business truisms” — as they seem to appear at nearly every business.



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Topic Catalog

Listing of Other Presentation Topics

- The Cost of Customer Happiness
- Building a Successful Customer Management Program
- The “Chaos Factor” – a new business model for innovative services businesses
- Bootstrapping Your Way to Business Growth
- Advice Worth Taking – Building Your Own Advisory
- Sharing the Wealth – Building a Performance-Based Compensation Program
- Effective Selling
- Cash is King – Calculating the Real Value of Your Business
- Decision Traps and Pitfalls
- A Purpose Driven Business
- Predicting Your Business Future
- The Art of Negotiation
- The Five Business Components – All You Need to Know About Your Business
- The Top Ten Questions Every Business Owner Should Be Able To Answer But Probably Can't!

Every presentation is supported by a published article – allowing the participant to gain even greater insights into the topic. Many “clients” publish these articles in their periodicals as a way to educate the participant and generate higher levels of presentation attendance.

Magazines where articles have appeared:

- *American Executive*
- *Electrical Construction & Maintenance*
- *Consulting-Specifying Engineer*
- *Marketing Management*
- *Forward Magazine*
- *Licensed Architect*
- *IEC Insights*
- *Better Business Magazine*
- *Professional Roofing*
- *Automotive Recycling*
- *Utility Contractor Magazine*
- *Contractor's Compass*
- *Oil Changing Times*
- *BedTimes*
- *UAC Messenger*
- *CMA Management*
- *Concrete InFocus*
- *Contractor Talk*
- *Top Coat*
- *Construction Executive*
- *DECO*
- *AQ Magazine*
- *Association Connection*
- *SOURCE*
- *Association Executive.*

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