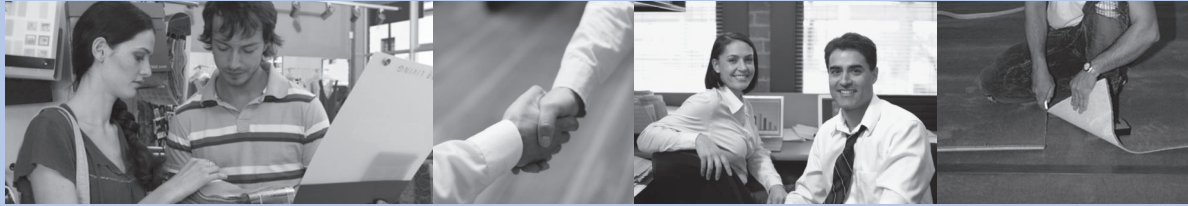


- Bottom line...
we know your business.
We can help.

Partnering to achieve the momentum needed to take your business to the next level.



- Why are you in business? Freedom? Financial independence?
- *Are you achieving either of those?*
- According to the American Management Association, 16 out of 17 businesses fail.
- *Do you know where the future of your business is headed?*
- Are you in control of your business? Or does it control you?
- *At times do you feel like you own just a job, instead of owning a business?*
- Do you sometimes feel like an indentured servant?
- *Do you want to fall in love with your business again?*

Sometimes the business of running your business can get in the way of actually making it successful. Wouldn't it be nice to have the extra time, resources and expertise needed to take your business to the next level? To set some goals, make the commitment to achieve them, and follow through to their successful end.

We can help. By partnering with Allman Consulting you will learn to make commitments and achieve goals that will build the momentum needed to take your business to a next level.

"Allman Consulting has provided a decade of skilled, certified trainers to Mohawk University. Sam Allman has dedicated his professional life to understanding the key characteristics of a profitable flooring retailer. His knowledge and ability to communicate is exceptional."

Mike Zoellner *Vice President Learning Development, Mohawk Industries*

"We were a flooring store established in 1972. Our reputation and service were exemplary. These components however were not enough to continue to succeed. By 2001 we began to feel the effects of a changing clientele, a changing economy and the overall face of our industry changing. The most important and profitable business decision I believe ever made was to hire Sam Allman with Allman Consulting to move my business forward. Sam brought us business systems to increase productivity and profits along with strategic goal planning for our future. Sam gave me the tools and continued support to help me own a business, instead of owning just a job. With Allman's consulting and training I have gained invaluable tools I will continue to use both personally and in business."

Sharon Hagler *Livermore, California*

Allman Consulting.

A partner you can trust.



Sam Allman
President, CEO

At Allman Consulting, our teams of coaches apply innovative thinking, practical tools and services to establish business value, define a plan of action and solve your business issues.

EXPERTISE - We know your business!

We have trained and consulted for over 15 years in the flooring industry. We have a unique group of experts with over 60 years of experience. We know your business. With this experience in the flooring industry, combined with our years of research, we have identified the key aspects and issues that affect the success of a local retail flooring store.

RESOURCES -

We are your resource, keeping you current on new market trends, helping you maintain your competitive edge. Our experience in the business world is proven. We have helped large companies, small businesses and distributors improve their businesses, operations, profitability, productivity, and both customer and employee satisfaction.

CONTENT -

We provide a variety of learning avenues from professional seminars to e-Learning. We can provide training for all aspects of your company from customer service to sales and leadership. Simply put, our programs work. They are created using sound instructional design and proven learning techniques. One of our key focuses will be timing. Our job is to move you quickly from where you are now to where you want to be.

CLIENTS -

We work hard to understand your needs, so that our material can be tailored specifically to your goals and objectives. We don't just show up and make a canned presentation. Just ask our clients like... Mohawk, Home Depot, Lowes, Sears, Marshall Fields, and many other independent flooring companies.

Sam Allman is CEO of Allman Consulting and Training, Inc. and is an internationally recognized motivational speaker, consultant and author.

Sam Allman's reputation as an expert in the carpet industry was earned through more than 50 years of retail sales experience. Sam began his career in sales on the ground floor - literally - as a nine-year old helping his father install carpeting for the family business. Since then, he's owned his own flooring company, been a top-producing salesman and was promoted to become Vice President of Total Quality Training and Development for Mohawk Industries. In 1995, he became the Dean of Mohawk University, a corporate training institution and was responsible for creating the entire retail sales training curriculum for the university.

Sam has consulted hundreds of small retail stores on how to run a profitable business and how to truly connect with customers establishing relationships for life.

WHY DO MANY TRAINING EFFORTS FAIL?

It's a question that traditional training and consulting firms don't want to address. The answer is that most training programs don't offer ongoing coaching, continued involvement, accountability for change and performance measurement.

"77% of organizations attributed improved employee retention and performance to mentoring", according to Business Finance Magazine.

Being a business owner can be a lonely job. What would it be like to have a friend and mentor who is an expert in your industry? This partnership could create tremendous momentum towards launching your business to the next level!" Do you need someone to hold you accountable? Someone who demands results?

Join thousands of other business owners around the country who have benefited from a Business Coach.

Take the step before your competition does... contact Allman Consulting today 888-945-5228.

Your Satisfaction **100%** Guaranteed

Why do peak performers hire coaches?

Why does the greatest golfer in the world have a coach?

"None of us is as smart as all of us." *Japanese Proverb*



AllmanConsulting
UNDERSTANDING BUSINESS

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CONSULTING & COACHING PACKAGE

	PREFERRED	VALUE	BASIC	ECONOMY
ON-SITE CONSULTATION	2 days	1 day	1 day	1 day
Discuss issues critical to owner				
Gather data on current systems, processes and procedures				
Rate store appearance				
Set the stage for change				
Interview employees				
Orient Employees for Coaching Project				
CUSTOMIZED DELIVERABLES				
Financial Analysis of performance (Last 3 years)	x	x	x	x
Assessment of financial strength	x	x	x	x
Break-even Point Analysis (BEP)	x	x	x	
Study of company's market value and how to raise it	x	x		
Customer Service Evaluation	x			
Culture Analysis	x	x		
Evaluation of facilities and showroom	x	x	x	
Appraisal of current marketing and merchandising	x	x		
Report on Best Practices	x			
Employee Satisfaction Report	x			
Time Management Analysis	x	x		
Recommendations	x	x	x	x
COACHING				
On-site coaching days	4 days	2 days	1 day	0 days
Tele-conferencing	20 hours	15 hours	12 hours	10 hours
STRATEGIC PLANNING CONFERENCE	1 day	1 day	1 day conference call via www.gotomeeting.com	1 day conference call via www.gotomeeting.com
One year strategic plan	x	x	x	x
SYSTEMS				
Designing your "Customer Value Proposition" (CVP)	x	x	x	x
Promoting your CVP, services, and products	x	x	x	x
Merchandising your showroom	x	x	x	x
Increasing customer referrals	x	x	x	x
Establishing customer-service standards	x	x	x	x
Matching your products and services to your market's desires	x	x	x	x
Managing the Installation Process and Your Installers	x	x	x	x
Managing after-sales services	x	x	x	x
Managing Accounts Receivable	x	x	x	x
Managing Inventory	x	x	x	x
Managing risk and physical resources	x	x	x	x
Maximizing benefits from your business systems	x	x	x	x
Increasing your company's market value	x	x	x	x
Optimizing Your Human Resources				
Reorganize work-flow into functional units	x	x	x	x
Design work-flow to drive your new strategic plan	x	x	x	x
Improve employees' productivity through coaching and training	x	x	x	x
Standardize business processes	x	x	x	x
Improve your hiring process	x	x	x	x
Upgrade your compensation policies	x	x	x	x
Clarify expectations for employees	x	x	x	x
Install a performance-evaluation system	x	x	x	x
Make the most of your Board of Directors	x	x	x	x
OWNER'S PRACTICE HANDBOOKS				
Fundamental Strategies of Successful Flooring Retailers (196 pages)	x	x	x	x
Keys to Unlocking the Value in Your Financial Statements (148 pages)	x	x	x	x