

BURNING DESIRE

2-DAYS GROWTH WORKSHOP

You're building a successful Business
We're here to be a force multiplier

Seeking More **Growth** and **Less Stress**?
Join Now to:

- ✓ Accelerate Profits
- ✓ Unlock 10X Growth
- ✓ Empower Your Leadership
- ✓ Transform Your Strategy

28 & 29 NOVEMBER 2024

PUNE, MAHARASHTRA



SCHOOL OF
INSPIRATIONAL
LEADERSHIP[®]

A CONSULTING, COACHING, TRAINING & OUTSOURCING COMPANY



Introduction

Is Your Business Ready for a Transformation?



Are you feeling the weight of your business's growth on your shoulders?



Do you dream of achieving more while actually enjoying the journey?



It's time to ignite your entrepreneurial spirit with Burning Desire.

In just **2 days**, our **Scaling Up workshop** will reignite your **passion** and **propel your business** to new heights. Led by **Dr. Yogesh Pawar**, Burning Desire is more than just a program – **It's a transformational journey.**



You thought things would be easier by now, but they're not.



You've worked hard to get your business where it is today. You know the ins and outs of your company better than anyone else. Yet, you sense you should be achieving more—**increased market share, faster revenue growth, extra cash, more time off**—and actually enjoying the process, which seems impossible from where you're at.

Maybe after years of growth, keeping your business in the green is **more complicated today** than ever.

Maybe your **load is getting heavier—not lighter**. Your people **aren't working as a team**.

Or, perhaps you're **missing big-picture company goals**, and projects are falling through the cracks.





Workshop Goals



1. Scaling Up Cash: Shifting the Focus from Revenue to Profits

Focusing on revenue alone won't guarantee success in business. Profitability should be the ultimate goal. Learn how business leaders can make small changes that drive exponential growth on the bottom line.



2. Scaling Up People: Creating a Culture of Accountability

When everyone in the organization takes ownership of their roles and responsibilities, businesses can achieve goals and grow. Learn how business owners can stop spending so much time IN the business, so they can spend more time working ON the business.



3. Scaling Up Strategy: Owning Your Niche

'The riches are in the niches' is a common phrase that has been around for generations, and there's a reason for it. Businesses that focus on owning their niche and becoming the leader can create superior pricing power and brand affinity.



4.. Scaling Up Execution: Closing the Gap

Execution is the key to turning strategy into real results, and it requires clear plans, accountability, and KPIs to monitor progress. Too many teams have great ideas but no results. Learn how to bridge the gap between planning and execution to achieve your goals.



5. Scaling Up: The Four Decisions You Must Get Right

To successfully scale your business, you need to master the four decisions to drive scale: people, strategy, execution, cash. As an expert in the Scaling Up platform, School of Inspirational Leadership helps business leaders understand and master the four decisions so they can go further, faster.

Key highlights

Master the four decisions that will help your business rise

Implement the Scaling Up tools and techniques necessary to propel your organization forward. This workshop is based on four key decisions you must get right to scale:



CASH: FOCUS THE MANAGEMENT TEAM ON PROFIT IMPROVEMENT AND CASH GENERATION.



STRATEGY: POWERS LONG TERM GROWTH AND PRICING POWER.



PEOPLE: BUILD A CULTURE AND SYSTEMS THAT ATTRACTS, RETAINS, AND DEVELOPS THE BEST PEOPLE.



EXECUTION: REDUCE DRAMA BY DRIVING DOWN OWNERSHIP, DECISION MAKING, AND PROBLEM SOLVING.



Curriculum



Building your Vision and Mission

Now, you will be able to build your Vision and Mission statements that will help you scale your business. Your Vision is your foreseeable future. It is a guiding principle for all your business activities. Your Mission is your purpose and it clearly elucidates how you would like to move towards achieving your Vision.



Building a 'SMARTER' and Robust Action Plan

Along with your mentors, you will build up a 'SMARTER' and robust action plan for the next 1000 days to begin your company's scaling-up process. 'SMARTER' refers to a Specific, Measurable, Accurate, Realistic, and Time-bound action plan, where the Emotions attached to that plan and the Relationship for which you want to achieve that goal - your parents, your wife, child etc. - are carefully considered. This plan is clearly formed considering milestones and goals to be achieved weekly, monthly, quarterly and yearly. You will also clearly identify the resources that you require and will have to build up for this purpose.



PEARL in the Heart of Business Leaders

There are specific scale-up behaviors like Proactiveness, Engagement, Appreciation, Recognition, and good Listening, which business leaders must inculcate. These behaviors when combined with a vision and strategy, help leaders to scale-up and bring all components of the process into alignment.



Lead Consultant

Dr. Yogesh Pawar boasts over **2 decades of experience** in designing foolproof structures, processes, and systems essential for achieving success. His proficiency in recognizing potential scaling risks and implementing effective strategies has established him as a **leading 100Cr Expert Consultant**, particularly aiding medium-sized businesses facing challenges in scaling up or managing their current scale.

With a background in **Predictive Psychology** and a **Master's degree from Stanford University**, Dr. Pawar brings a unique blend of academic expertise and practical insight to his consultancy work. Prior to establishing the School On Inspirational Leadership, he held key leadership roles in global business verticals at prominent companies such as **Telenor, Bharti Airtel, DHL, and Aditya Birla**. This global exposure has equipped him with the ability to advise businesses on scaling strategies tailored to both Indian and international markets.

Having mentored over **24,000 business** and professional leaders globally and successfully completing over **1,000 consulting projects**, Dr. Pawar has played a significant role in **seven IPOs** on the **Small and Main Boards of the Bombay Stock Exchange**.

His journey, spanning from the emotional inception of starting a business to navigating the economic challenges of scaling, underscores his proven ability to assist entrepreneurs nationwide. Recognized for his contributions, he **serves on the Mentor Board of the MSME Ministry and has received accolades from institutions such as SIDBI and the Times of India**. Additionally, he contributes as a columnist to various esteemed global news platforms.

FAQ

Why is this important to my business?

Scaling your company to its fullest potential requires an aligned, actionable vision and a well-developed strategy that can cascade accountability, decision making and problem solving throughout the organization

I don't have time

In a process that takes many organizations weeks or months, our two-day workshop leaves you and your team with a fully fleshed out one-page strategic plan and a 90-day action plan ready for implementation

My team is aligned, I don't need help

A truly aligned team supports a clear business vision, understands and buys into the strategy and are highly accountable in the delivery. Does your team have this?

My company doesn't need a one-page plan

In two short days, walk out with a strategic path forward for your company supported by a proven framework used by more than 80,000 companies worldwide. Use the tools SIL provides you with to take immediate action on the most important strategies to create sustainable business growth.

I would rather have a planning meeting at my office with just my team.

Material change happens when your team possesses the tools, knowledge, and belief structure to drive transformational change. Being in a group environment with other strong leaders will challenge your team's beliefs around what is possible and what they can accomplish.

I can do a one-page plan myself

Realigning your company's vision requires expert guidance. Learn how to realize your vision with a world-class Scaling Up coach and benefit from the wisdom of like-minded peers

BONUS



Access to Founders forum
- An offline Community
meet quarterly

Investing in you and your company's future starts now

You know time is your most valuable resource. But **can your business afford to wait?** For a limited time, the workshop is being offered at an exclusive price for leaders and organizations wanting to build a solid foundation to scale up.

Regular Access Pass

Actual Price

50,000/- +Gst



Offer Price

30,000/- +Gst

This Includes

- *Stay*
- *Training charges*
- *Food*
- *Participants Guide*
- *Access to SIL University- Power Sessions*

(This price is exclusively for the first 25 registrations only)

