

It is this one woman's opinion that...in order to help a food-related business grow – and that's anything from a white-tablecloth restaurant, a fast-food local franchise, or a food distributorship – the owner/manager must learn to deal with business problems effectively.

As we start a new year, you should know about a terrific new strategy for growth – the business RoundTables facilitated by Silver-Robins Consulting, a business performance consulting firm. Silver-Robins specializes in working with business owners, managers, supervisors and sales reps to help them increase their sales, grow their operations and retain greater profits.

Right now RoundTables are held at 3 Chicago area banks. They are New Century Bank, 363 W. Ontario, Cambridge Bank in Morton Grove and Fifth Third Bank in Lincoln Village on the north side.

RoundTables provide support. RoundTables are helpful because they act as mini-advisory boards for your business. Five or six heads are better than one for mulling over business issues. The insight from other participants results in practical solutions you can put to use immediately. But the best part is that the two facilitators, Carolyn Reiner and Gail Zelitzky, the principals of Silver-Robins, have years of experience working in the corporate and entrepreneurial arenas, as well as 27 years in the alcohol beverage industry. They coach, teach and mentor.

Is your staff working productively? Do you have problems getting the best vendor deals? Is your back office operating smoothly? Your RoundTable partners will help you find answers to these and other challenges.

Do you have a business plan? Have you updated it recently? Do you have strategies to increase revenue? The RoundTable forums offer quality time with your peers to work out challenges just like these. And, of course, all confidences are kept, making the flow of ideas that much easier.

Reiner and Zelitzky point out that RoundTables help you stretch your minds. You learn that business matters are generally the same across service industries and can be solved in similar ways. RoundTable participants gain new perspectives from their peers. And solutions flow!

Here's what members say about Silver-Robins RoundTables:

“The RoundTable allows me to talk openly, but confidentially, about the successes and challenges of my business. The brainstorming sessions let members exchange thoughts and ideas concerning their business matters. I believe my company's increased sales and revenues are due to recommendations and support I've received at the RoundTable monthly meetings.” Nick Gracilla, Neoteric Design, Inc.

“The free interchange of problem-solving solutions, from peers as well as mentors, makes this RoundTable into the real world. I’m getting concrete, trackable value for my investment of time and money.” Arnie. Fabrikant, AFLAC

“Our participation in the Business Performance RoundTable program has helped us to reorganize our infrastructure, so that everyone is doing what they do well.”
A. & J. Northage-Orr, The Chicago Center for PsychoPhysical Healing

Interested? Do you want to enjoy the same success a year from now?

You can contact Gail Zelitzky at 773-665-2340.

Give yourself and your business a gift for 2005.