



## The Paterson Process

Spend four days with certified instructors and other students learning how to facilitate Tom Paterson's state-of-the-art strategic operational planning process. Developed over the past twenty-five years and proven in its effectiveness through hundreds of consultations ranging from entrepreneurial start-ups to some of the world's largest corporations, THE TOM PATERSON PROCESS™ generates a seamless, action-based plan that produces quantum leaps in productivity, competitiveness, and adaptiveness.

As a facilitator-in-training, you will learn the Paterson Process and gain the basic training necessary to equip you to facilitate an intense 5 day process that guides leadership teams to manage for strategic, operational, and financial results. Behaviorally-sound methods and a customized process generates multi-dimensional leaders who intellectually and emotionally own their vision and implement it out of one integrated playbook.

*"In short order, The Tom Paterson Process is able to take a group and bond them into an effective planning team, thereby producing a crisp plan and obtaining the team's commitment to execute the strategic operating plan they have developed."*

Ben Randazzo, Director International Sales | W.W. Grainger, Inc.

## What You Will Learn

### Perspective

Where are we now?

### Core Plan

Where are we headed?

### Action

What is important now?

### Structure

What is right for us?

### Control &

### Learning

How are we doing?

### Renewal

What must change?

## The Event

### Dates

March 12-16, 2012

### Location

Fort Collins, CO

### Tuition

\$4,950 covers 4 days of comprehensive StratOp training and materials, and certification as a StratOp facilitator. *NOTE: Students that graduate from this course will be considered Certificate Facilitators and will be automatically enrolled into the Paterson Center Licensing Program for use of intellectual property.*

### Class Capacity

12-14 students. This smaller class size is designed for a high-level of interaction with the instructor and the other students. The format will include instruction, practice, debriefing sessions, and a summary of learnings from each session.

### For More Information

Email Michael Murphy  
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Call Paterson Center  
303.578.9055

### To Register

Complete the application form on our website.

[CLICK TO REGISTER](#)

Upon acceptance, you will receive additional logistical details.

