



Guest,

Welcome to:

Planning For The Next Recession NOW! - A Panel Discussion

Presented by
Lighthouse Consulting Services, LLC



Featured Guest:
Larry Cassidy

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Featured Guest:
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Featured Guest:
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Host:
Dana Borowka, MA
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What's the biggest lesson learned from past recessions?

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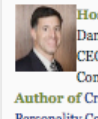
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Team members - who do you want to keep during the next downturn?

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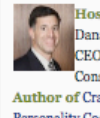
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Money – A/R, credit line, terms, balance sheet, margins, etc.

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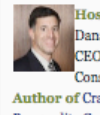
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Targeting markets now that you'll want to do business with during a downturn?

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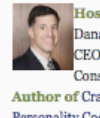
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PF Chang's – Larry Cassidy's time to share.

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It's time to run some drills – what if your organization lost 25%-30% of revenue in one month?

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What can you have ready to launch...
such as new products or services?

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Steps to take now just in case – mindset for either maintaining or growth.

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Driving Performance Through Your Sales Compensation Program - 10 Must's

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