

The Ideal Solution; Insuring Sustainable Growth In a Competitive Market!

The Circle of Trust



**How Successful Businesses Think and Grow”
will teach you critical success factors
that will elevate your business!**

Like all businesses, the commercial food service equipment industry is always evolving. Businesses are constantly looking for better ways to run their operations, advance their bottom line, and attract great talent!



I hired Bryan Dodge and his amazing team to help my company become more diversified due to the unexpected loss of one account that accounted for 95% of my business. I thought I would have to lay off people. Within one year, my company has doubled and we have added people. Instead of layoffs I got to give out bonuses!

Bill Mott | President/Owner | Taku Engineering

This one-of-a-kind program is designed for CFESA members!

You'll learn;

- **6 key performance measures that can help double your business**
- **The power of self-evaluation**
- **What causes micro-management and what it costs the company**
- **Creating an environment of loyalty**
- **How to feed trust, and why it's so important!**
- **How to attract and keep the industries best technicians**
- **The 15 biggest mistakes businesses make**
- **How to know when it's time to sell your business**
- **Knowing the difference between owning a business or having a job**
- **How to place talent in the right position**
- **And much much more!**

Bryan Dodge is a 28 year veteran at doing just that—advancing business organizations' bottom line!

Bryan's compelling innovative program "How Successful Businesses Think and Grow" is designed exclusively for CFESA members and their organizations! The goal is to strengthen the foundation "from the core up", and to improve the idiosyncrasies that lead to sustainable growth!

What would it be worth if you could expand your business and double your profit margin over 5 years?

Think about the luxury of having a business so in tune with itself that you could take an extended vacation, and come back to find out your business grew!

Take a look at what people are saying about Bryan Dodge and Dodge Development Consulting!

"We hired the Dodge Development consulting team and within one year using the advanced system of communication we have doubled in volume and in profit, and for the first time in 17 years I was able to take a week vacation and return to less problems and more company growth that happen while I was on vacation" - Michael Milanese | CEO & Director of Sales | Aboriginal Link ®

"Dodge Development Consulting helped every part of our organization. One of area was a lot of people in our company were enjoying what they were doing but they could never find their niche to become more successful within Jenson. Their unique system really help our team grow from within big time, thats one of the many benefits that we received from our relationship." - Justin Jenson | President | Jenson Refrigeration ®

"Dodge Development consulting team taught us how to build better teams using their unique proven system of attracting and placing high level talent in positions they succeed. They did an amazing job for our team". - Linda Morin | Vice President | Kentco Midas ®

"As an organization dedicated to improving the culture, team enviroBryan Dodge has spent countless hours of time coaching our new President on everything from motivating employees, developing a cohesive team, talking with employees, dealing with problems, understanding the company from a financial perspective, putting the right employees in the right places, etc. He has encouraged us to take on challenges with a new perspective, to stretch ourselves beyond what we think we are capable of." - Jenica Olsen | Jensen Refrigeration ®

"I'm not sure where to begin. Wells told me you were a powerful speaker but I had no idea how strong of an impact you would have on our Whaley Team. I am fortunate to be working with such a talented group of people and they, as well as the company as a whole, mean so very much to me. You hit the nail on the head with so many comments and reinforced all the ideals and messages we have been trying to convey. Your words made each of us feel as if you were speaking directly to us. So many of us left that meeting, not only wanting to be better managers, but better people as well. Thank you for that gift Bryan." - Linda Williams | COO | Whaley Foods ®

As an organization dedicated to improving the culture, team environment, and leadership effectiveness, Dodge Development and Bryan Dodge will make it a personal mission to infuse your business with new life!

We are honored that CFESA has chosen us to be part of their first-class organization, and participate in the annual event this year!