



**BUILDING**

**HIGH**

**PERFORMING**

**LEADERSHIP  
CULTURES  
TEAMS**

# COMPANY OVERVIEW

## CORPS GROUP HISTORY

For over a decade, The Corps Group members have been guiding Top Global companies, Fortune 500 executives, organizations, and leaders to Drive Strategy, Improve Execution, and Develop High Performing Teams. The Corps Group is an elite company of the world's finest military officers, carrier-based fighter pilots, combat-proven military leaders, and corporate executives. As former TOP GUN graduates, Instructor Pilots, and military professionals, our team's extensive training and leadership experience distinguish us from other consultants, coaches, and speakers.

## CORPS GROUP DIFFERENCE

We were all members of an organization with a distinct culture, one which allowed us to survive and dominate while operating in unforgiving and sometimes hostile environments. We help develop high performing corporate cultures - **the #1 competitive advantage** in today's business environment. We share the same lessons that allowed us to succeed in situations that demanded uncompromising precision, world-renowned teamwork, and peak performance. We can help you to achieve that same level of success in your organization. Maximize the value of your Human Capital. Enable your greatest resource - your skilled employees - to exercise initiative and produce outstanding results. With our help, you can develop a true culture of excellence which will allow you to execute more effectively, and achieve greater success!

WE DEVELOP  
**HIGH**  
PERFORMING

❖ LEADERSHIP  
❖ CULTURES  
❖ TEAMS

We engage, educate, and inspire organizations and teams to accelerate performance and achieve business excellence through relevant messaging and meaningful positioning

## OUR MISSION

As High Performance Consultants with a proven track record in Achieving Business Excellence, we will help your business develop a High Performing Team culture that generates and maintains superior, measurable results.

# HIGH PERFORMING

## KEYNOTES

In our motivational Keynotes, The Corps Group will inspire your team, and equip them with cutting edge, time-tested principles, tools and techniques turning them into battle ready High Performing Team members. We will share with you and your team the very lessons that allowed us to succeed in situations that demanded precision, teamwork, peak performance, and high-level execution so that you can achieve those same successes in your organization and personal life as well.

## TEAM BUILDING

We have a very disciplined approach to Strategy and Team Development - we use a process that provides start to finish strategic planning and execution to be used at every level of the organization. Our Corps Performance Model provides a straightforward iterative, constant improvement methodology. To establish consistency among your leadership team, we are going to show how - as a team - you can develop and improve your execution and leadership skills. After we get the team aligned to a set of guiding principles, we turn our focus to creating much greater value by mapping and developing strategic roadmaps that lead to goal achievement.

## WORKSHOPS

Through disciplined planning and preparation we increase value by helping corporations identify and minimize risk. Our extensive experience with Fortune 500 companies training executives and managers allows us a good sense of the day to day challenges that so many companies face in driving successful execution. We will help you identify execution shortfalls sooner, new opportunities faster, and adapt successfully to changing market conditions. You will learn the same processes and methodologies fighter pilots and military leaders use to execute missions in the most challenging environments imaginable.

HIGH PERFORMING TEAMS

HIGH PERFORMING EXECUTION

HIGH PERFORMING LEADERSHIP

LEADERSHIP EXECUTION

"BUILDING HIGH PERFORMING LEADERS"

TEAM EXECUTION

"BUILDING A HIGH PERFORMING TEAM"

LEADERSHIP DEVELOPMENT

STRATEGIC PLANNING

TACTICAL PLANNING

DEBRIEFING

RED TEAMING

# STRATEGY

## STRATEGIC PLANNING PROCESS

The process starts with the development of a clear, compelling Future Picture defined by twelve measurable key descriptors – they describe “Where” you want to be in the future which represents greater value. A market analysis will identify what conditions must exist in order to achieve your Future Picture. You will then analyze both your “internal system”, and the “external system” in which you operate, to determine what leverage points, or “Centers of Gravity”, you will apply your finite resources against. This systems-based thinking will identify targets that will provide a greater rate of return for your efforts. Next, you will develop Parallel Operations to generate that end state as expeditiously as possible. Finally, contingencies will be developed to prepare for major disruptions, early successes, and exit decisions.



## PROMETHEUS PROCESS

### WHERE?

YOUR END STATE

### WHAT?

CENTERS OF GRAVITY

### HOW?

SPEED / EFFICIENCY

### EXIT?

STRATEGIC CONTINGENCIES

# HIGH PERFORMING STRATEGY

## ROI FOR YOUR TEAM

- An End State That All Have Engaged In Creating
- Greater Buy-in, Collaboration, Accountability
- A Foundation For Building A Culture That Provides A Competitive Advantage

# STRATEGY



## SUCCESS STORIES CORPS GROUP IMPLEMENTATION RESULTS

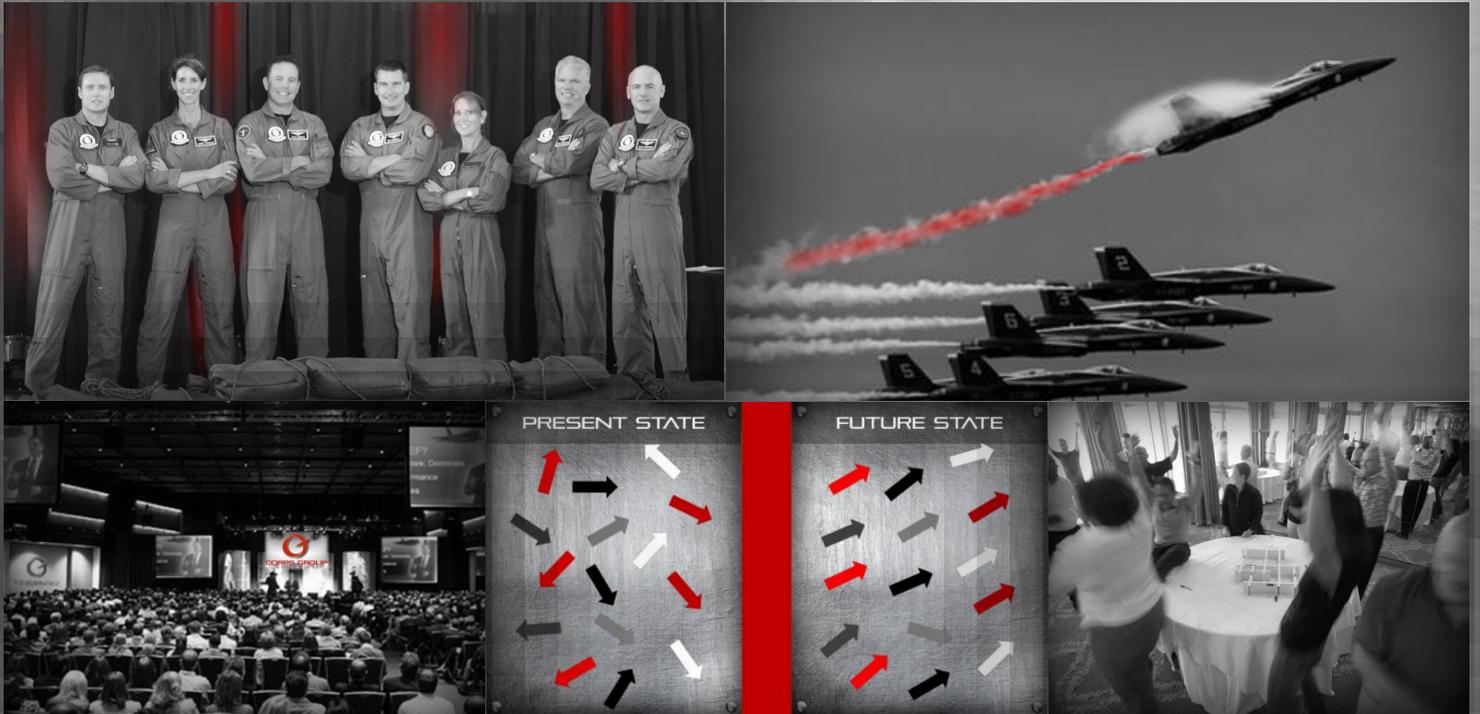
- A large pharmaceutical company's Informatics division leveraged our process to unify multiple business groups after a number of mergers and acquisitions. They were able to achieve significant cultural improvements that have led to exciting outcomes.
- A global networking equipment company embraced our process at the account team level. Their service provider teams were able to successfully target into their respective accounts through key initiatives. Their AT&T team saw a 100% increase in business in one year; and their Amazon team achieved a 1,000% increase in 2 years!
- A global titanium company adopted the process and survived a significant economic downturn and is now positioned to excel under the current conditions.
- A growing company in the distributed energy market merged with another and has developed a comprehensive strategic plan that has positioned them to dominate their market.

**HIGH  
PERFORMING  
STRATEGY**

## ROI FOR YOUR TEAM

- Enhanced Accountability
- Dramatically Improved Discipline
- A Completed Plan, Ready To Execute

# GET STARTED



Visit [thecorpsgroup.com](http://thecorpsgroup.com) to learn how we can start turning *your team* into a *high performing team* today

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The Corps Group is a Veteran Owned Business