



IGNITE SERIES

Profit-Ability Workshop Retreat

*It's time for
a new approach
to profitability.*

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An exclusive retreat for leaders committed to enhancing their organizations ability to generate profit, in its various forms.

In this workshop we introduce a way to engage your entire organization in a creative pursuit of profitability. You will discover how to integrate this new approach to profitability into your company in a way that strengthens your relationships with the members of your team, clients, partners and to the marketplace itself.

FATHOM

Changing the profitability equation

Profitability is the space that lies between an organization's ability to articulate its value proposition and its ability to deliver efficiently. But with so many forces relentlessly squeezing on margins, achieving profitability can seem impossible.

Organizations who will get the most out of this have:

A leadership team committed to designing a brighter future and open to stepping beyond common strategies to achieve the outcomes they seek. The commonly available solutions simply aren't adequate for the future you have in mind, and you aspire to something greater you can create together.



You will establish

Which organizational conditions invite profitably (habits, culture, connections)

A business case for profitability that will allow you to communicate the relevance of prosperity to your entire organization

Clarity on where effort applied will have the greatest effect in engaging your team, your clients and your partners

An organization-wide integration strategy intent on cultivating a culture that enthusiastically engages in generating profitability

As a result you will

Articulate your value proposition in a way that elevates how your firm is perceived by your clients and partners

Invest time and effort in what will allow you to deliver what matters most, more reliably, and with greater efficiency

Activate your entire team by designing the pursuit of profitability into your company's culture and most important activities

Logistics & format:

This workshop takes place over two 1/2 day-sessions and ideally are attended by 10-15 members of the business who have both influence/authority as well as a unique perspective or focus. Typical agenda includes:

DAY ONE

Take new ground (4 hours)

The first day focuses on introducing a multi-dimensional way to generate profitability and then using that lens to provoke creative ideas and inspired interchanges with your team.

EVENING

Conversation and connection

Over dinner/drinks we continue the conversation to further discover new insights, and to deepen your relationship to those new ideas

DAY TWO

Integration strategy

With refreshed minds, we focus on how best to integrate new thinking into the culture and behaviors of your organization and wrap up with clear agreements and accountabilities to send you on your way down the path to profitability.

Each workshop results in a report that captures the key insights, strategies, and actions created by the team in a way that can be powerfully shared with your whole firm.

First hand experiences

“It was an incredible event. Conversation and dialogue was extremely valuable and very thought provoking. You are an incredible speaker and facilitator.”

Michelle O’Conner

Principal,
Langan Engineering

“This workshop was totally amazing! We remained energized and engaged the entire time. We have some strong concepts to think about, embrace and implement on many levels from personal to firm and to the NYC AEC industry at large.”

Rhonda Cardone

Marketing Director,
NY, Associate
Dewberry

“Today’s event brought a lot of insight. At my next partner meeting on Monday I’ll be talking about building the business case for profitability and sharing that with the full staff. It’s a very different concept than how we operate right now.”

Steve Abbattista

Principal,
OLA Consulting Engineers

Fathom accelerates growth by elevating humanity



We believe

Organizations that are driven by ideas greater than what they sell or make outperform those that aren't

Every organization possesses the courage to choose and the power to create a more meaningful future

Organizations have a responsibility to use more of their humanity to connect and serve more of humanity

Which drives our approach

Connect your team to the ideas and ambitions that stir your imaginations and provoke not just a willingness, but a desire to change and grow

Enroll your entire organization in the work of bringing those ideas to life through unified enthusiastic action

Develop the tools, relationships, and habits required to make transformation sustainable, no matter how busy you are with the demands of today

Interested in changing your profit-ability equation? Contact us to learn more.

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Other workshops

EMPLOYEE ONBOARDING

Be the place the best talent wants to work and grow

Design a powerful employee on-boarding experience that will have your organization be the place where the best talent wants to work and to grow

STRATEGIC PLANNING RETREATS

When strategy becomes fuel for your future

A strategic retreat designed to unlock a powerful vision and develop the relationships that will realize it