



Assessment - Advisory - Operating Partner



As featured on

A horizontal row of logos for various media outlets. From left to right: a colorful circular logo with radiating lines, the ABC logo, the NBC News peacock logo, the Fox News logo, the WGN Chicago logo, the b BNET logo, the CNN logo, the Daily Herald logo, the CBS News logo, and the Wall Street Journal logo.

The Objectives

**BOSI 101**

# The Objectives

**BOSI 101**

**You**

**The Objectives**

**BOSI 101**

**You**

**Your Team**

**The Objectives**

**BOSI 101**

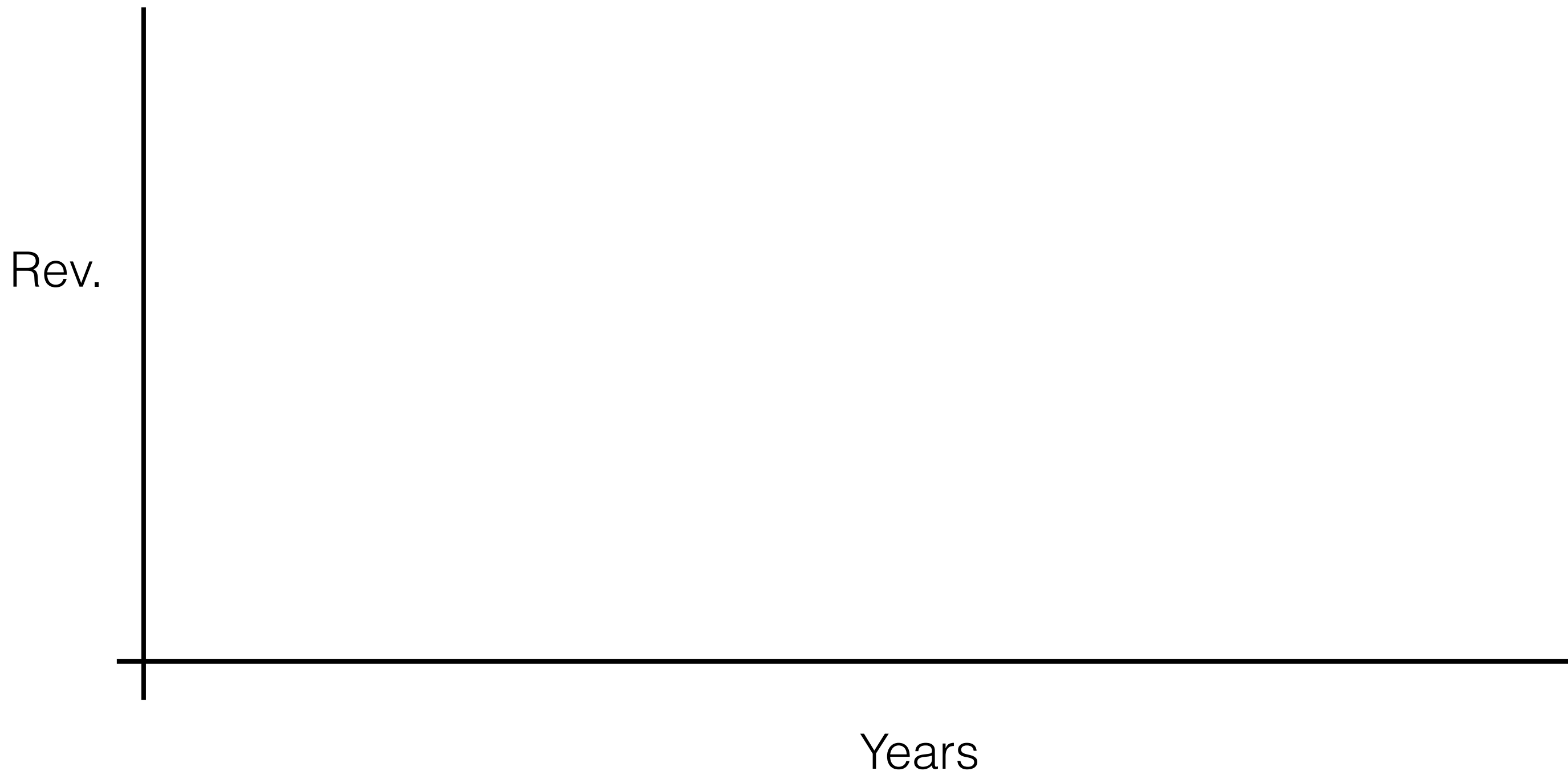
**You**

**Your Team**

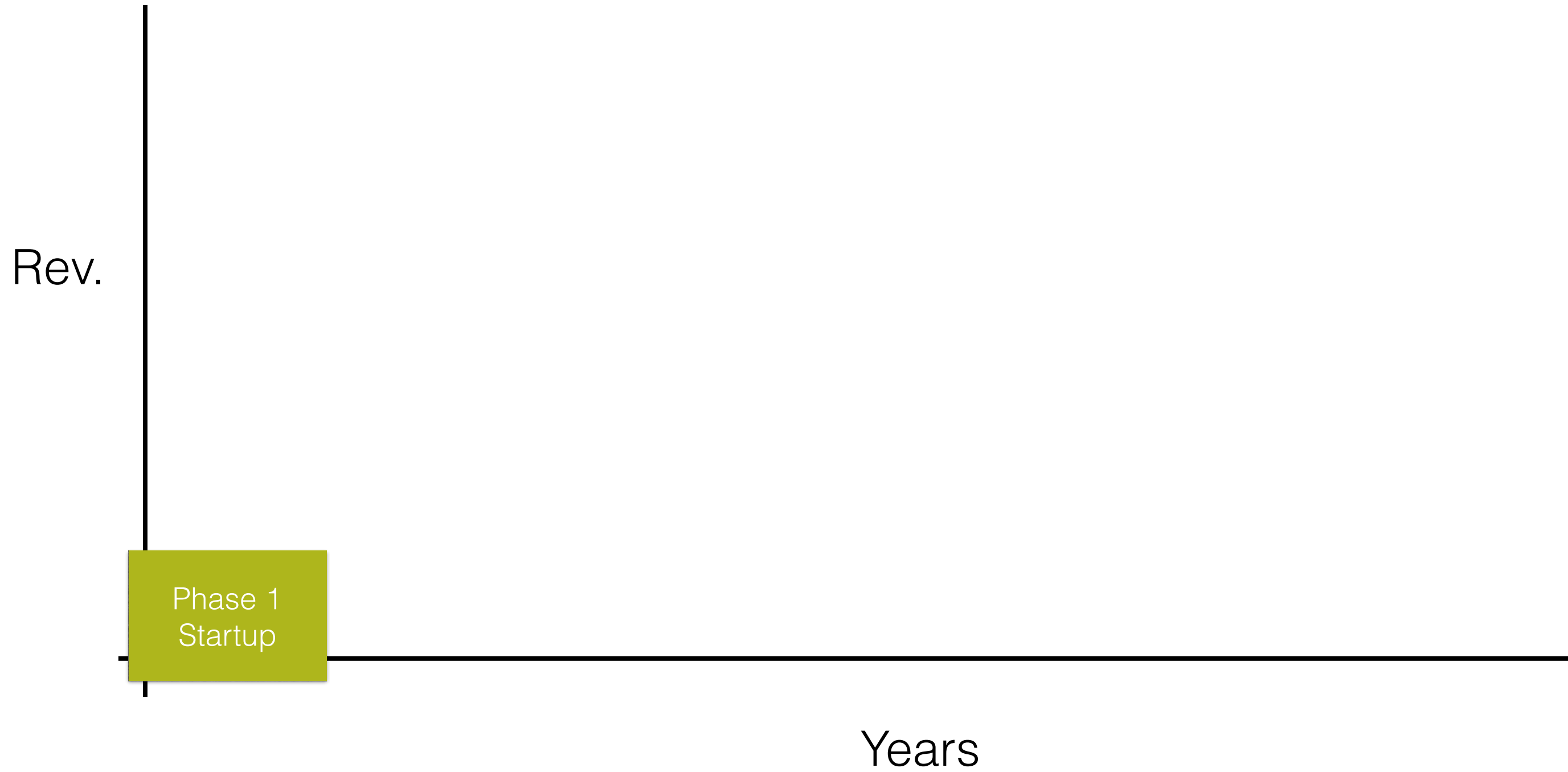
**Your Results**

**The Objectives**

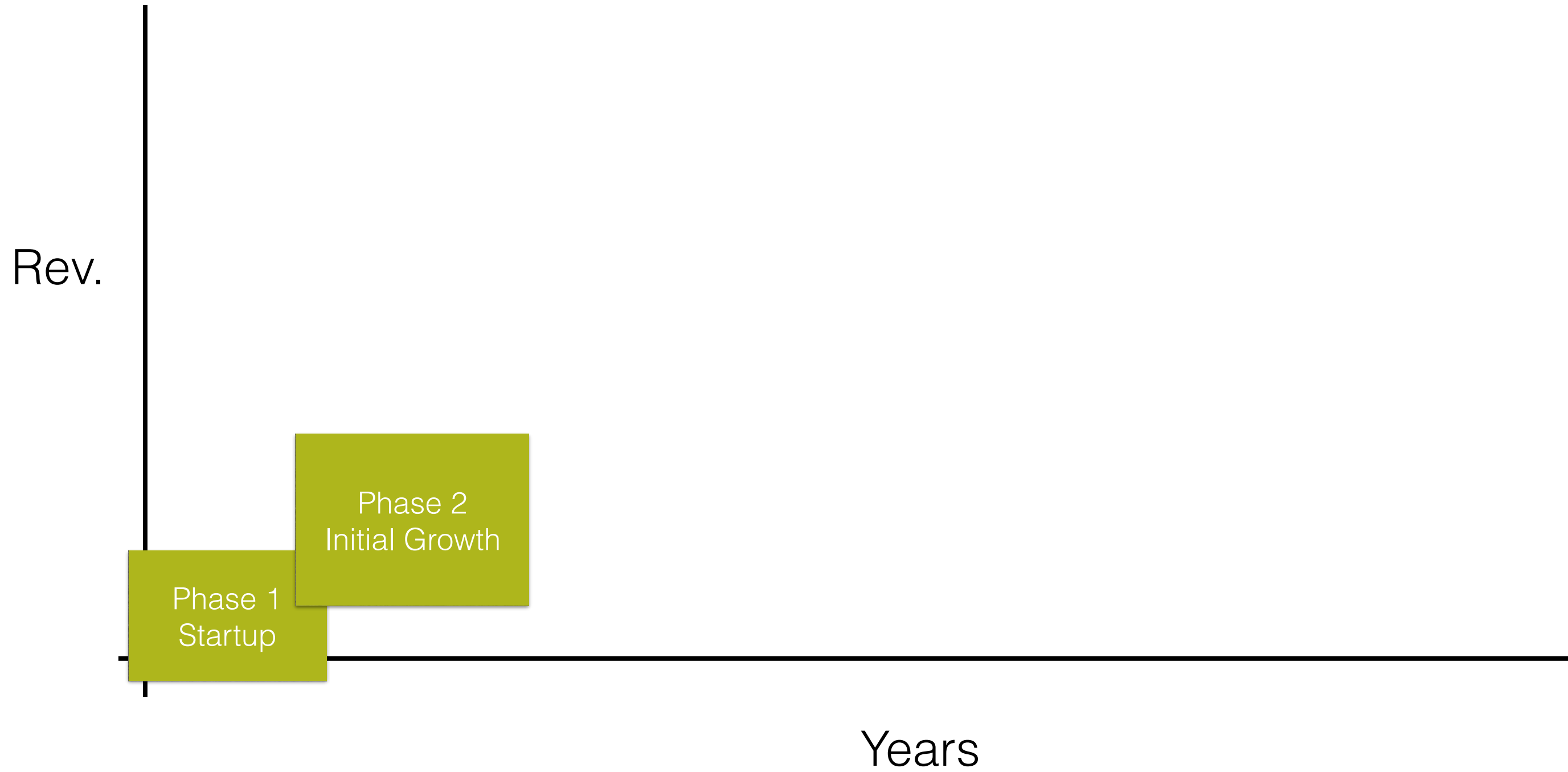
# Stages of a private company



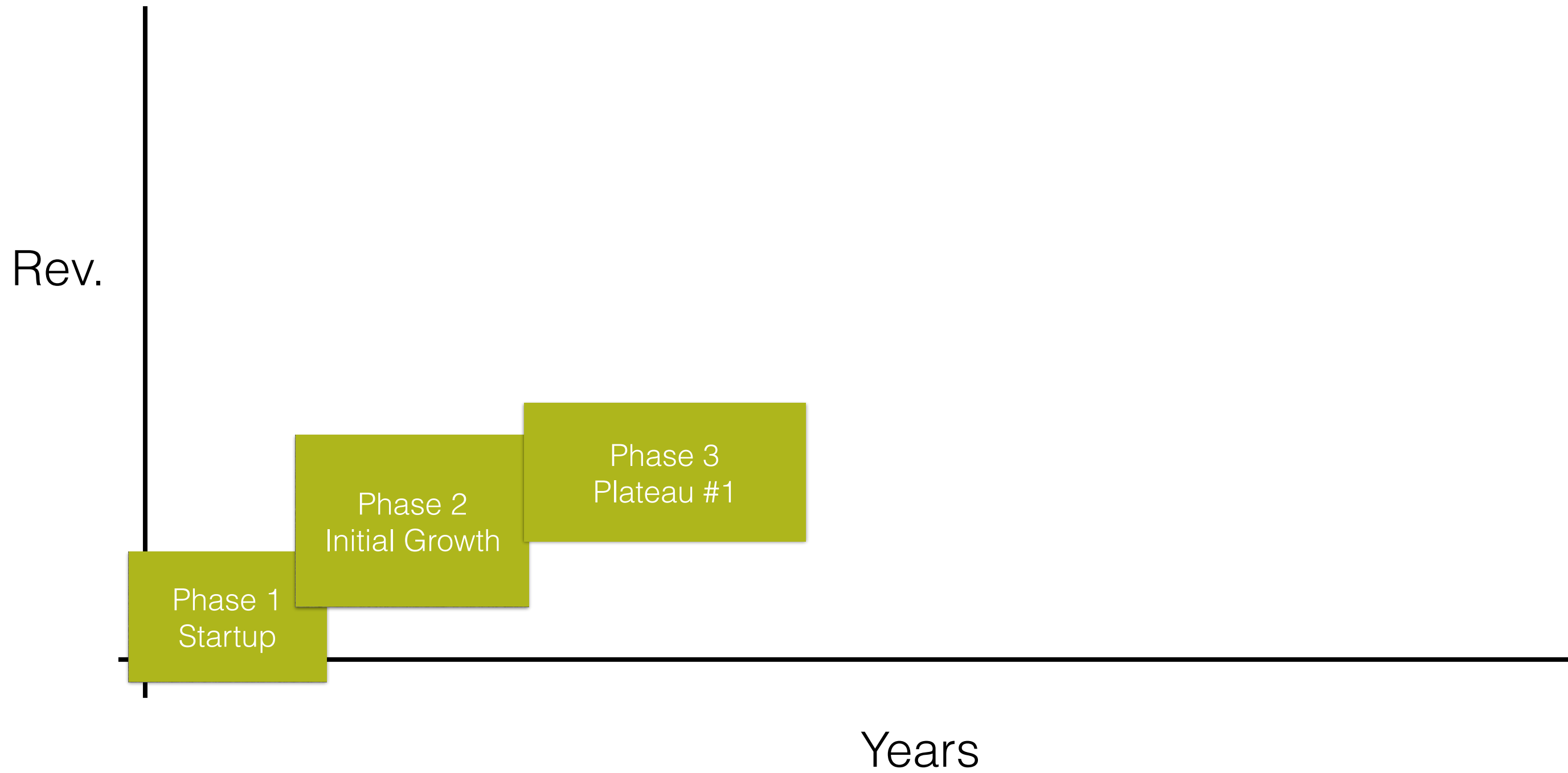
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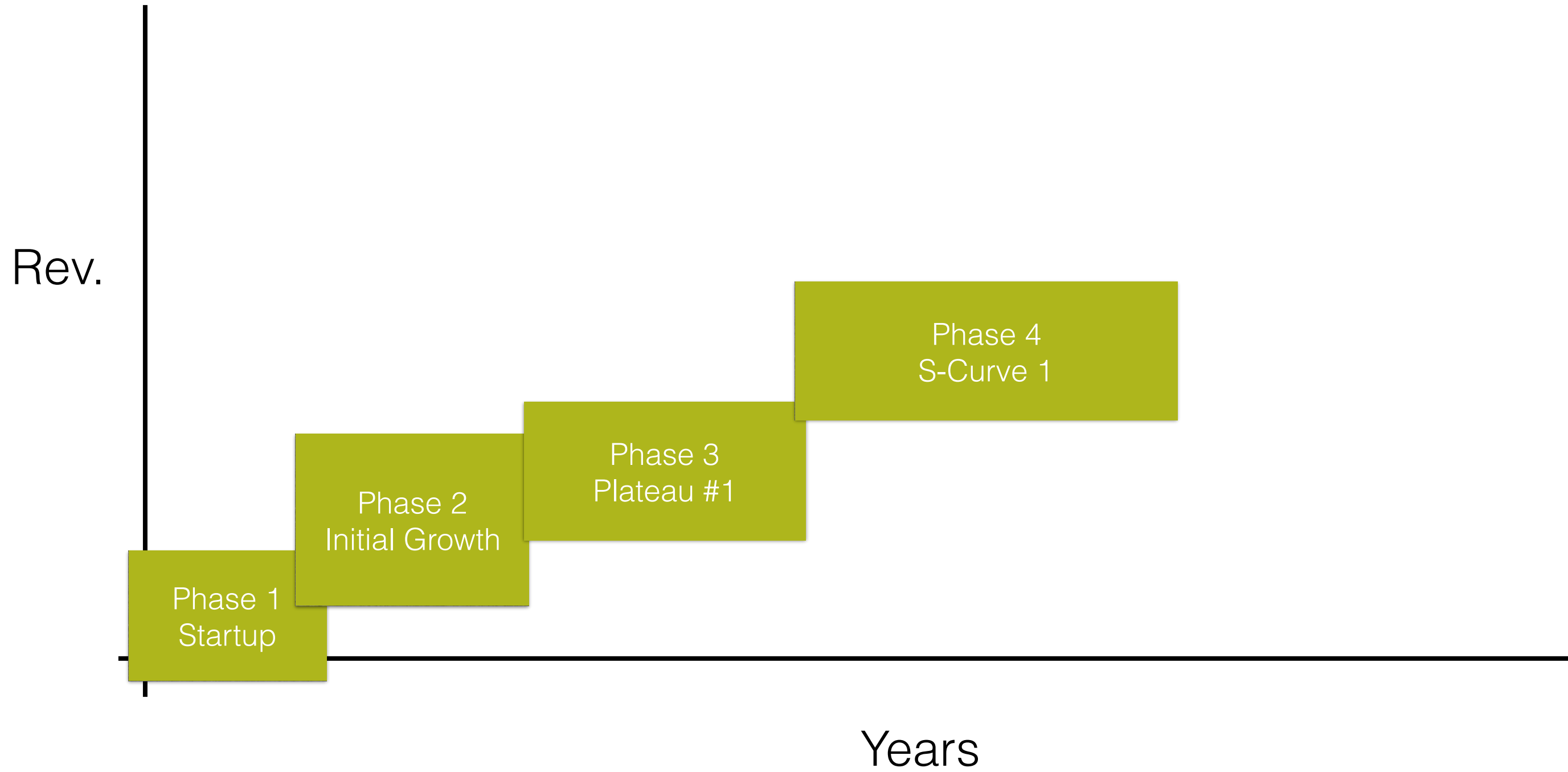
# Stages of a private company



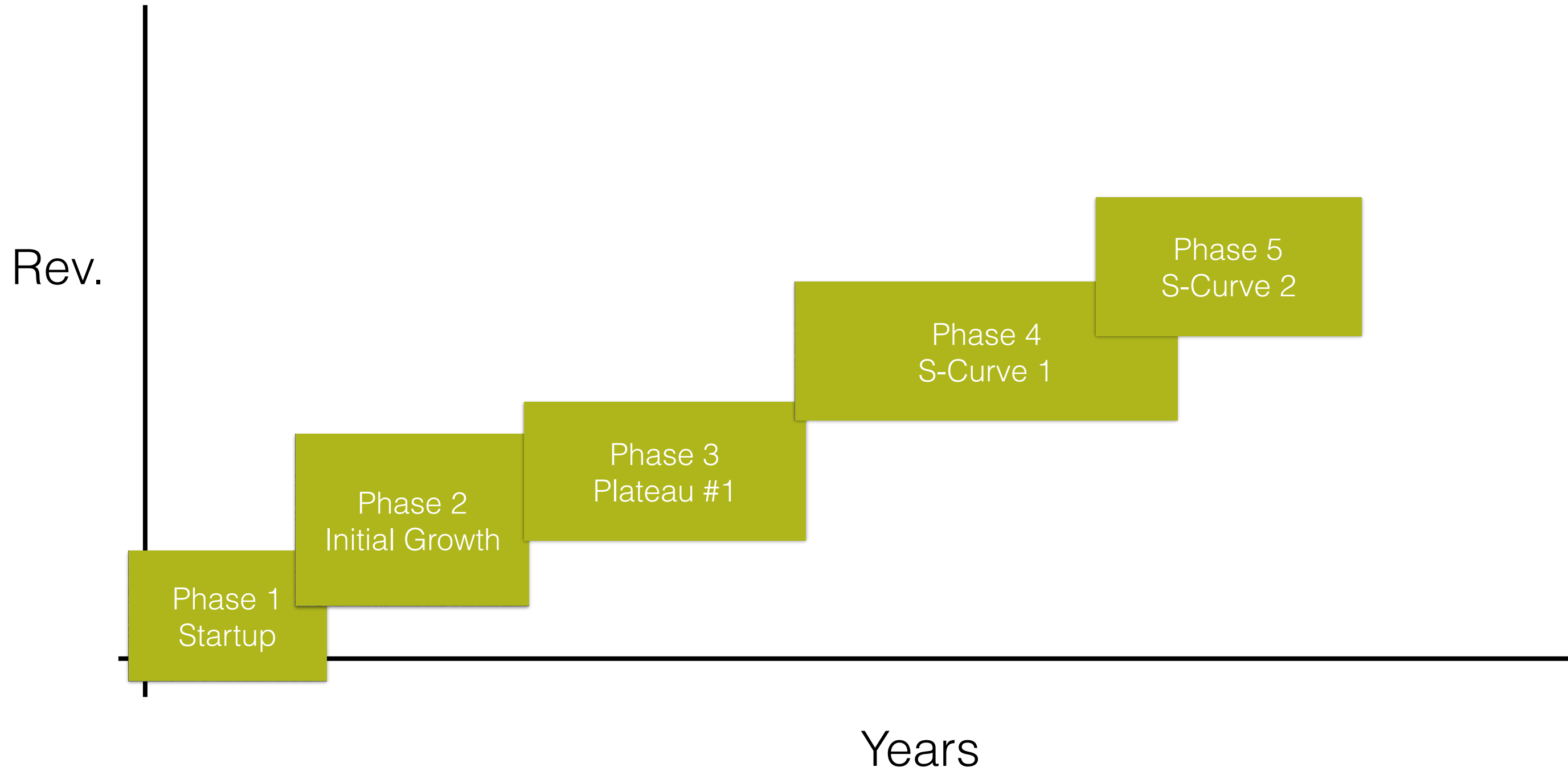
# Stages of a private company



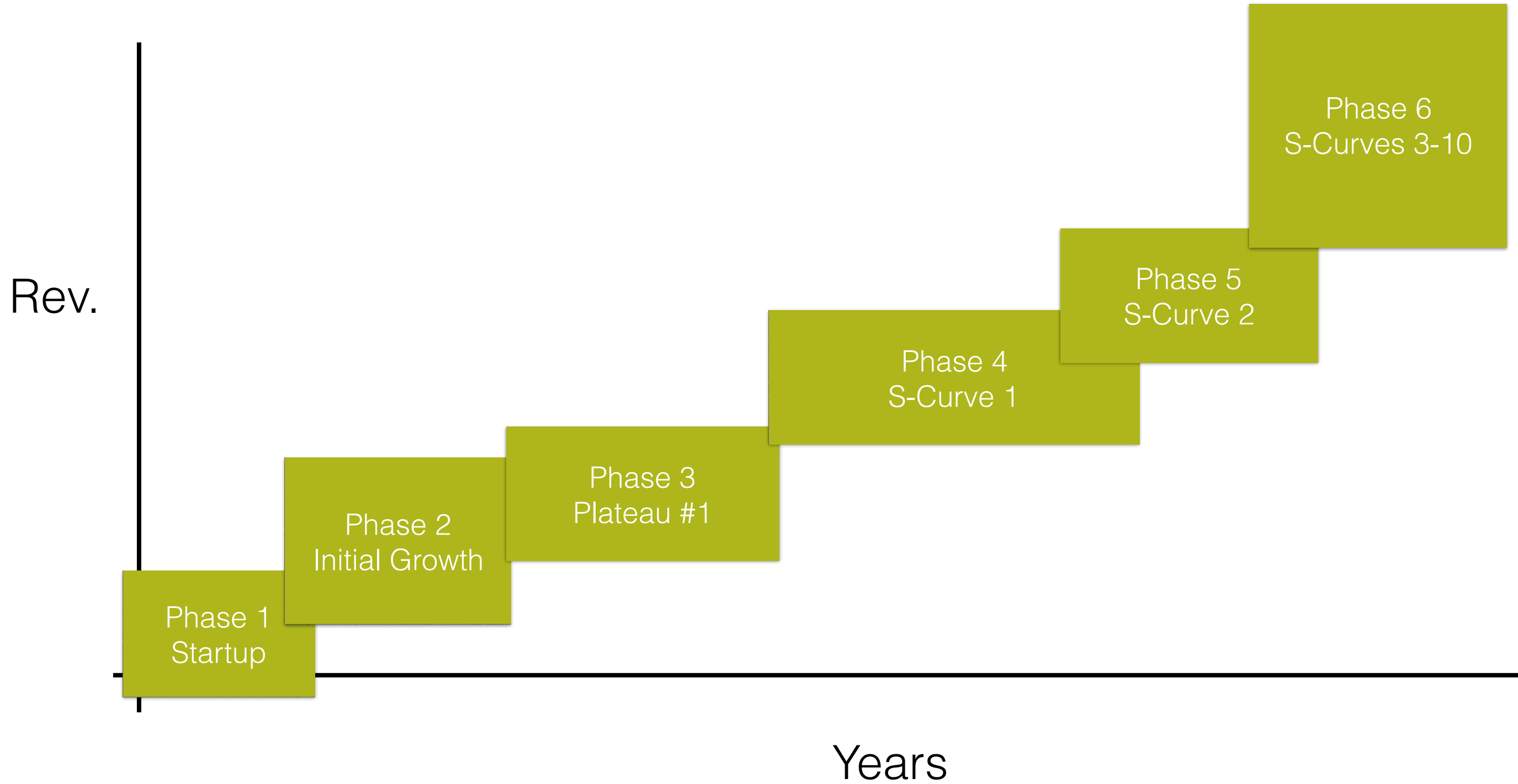
# Stages of a private company



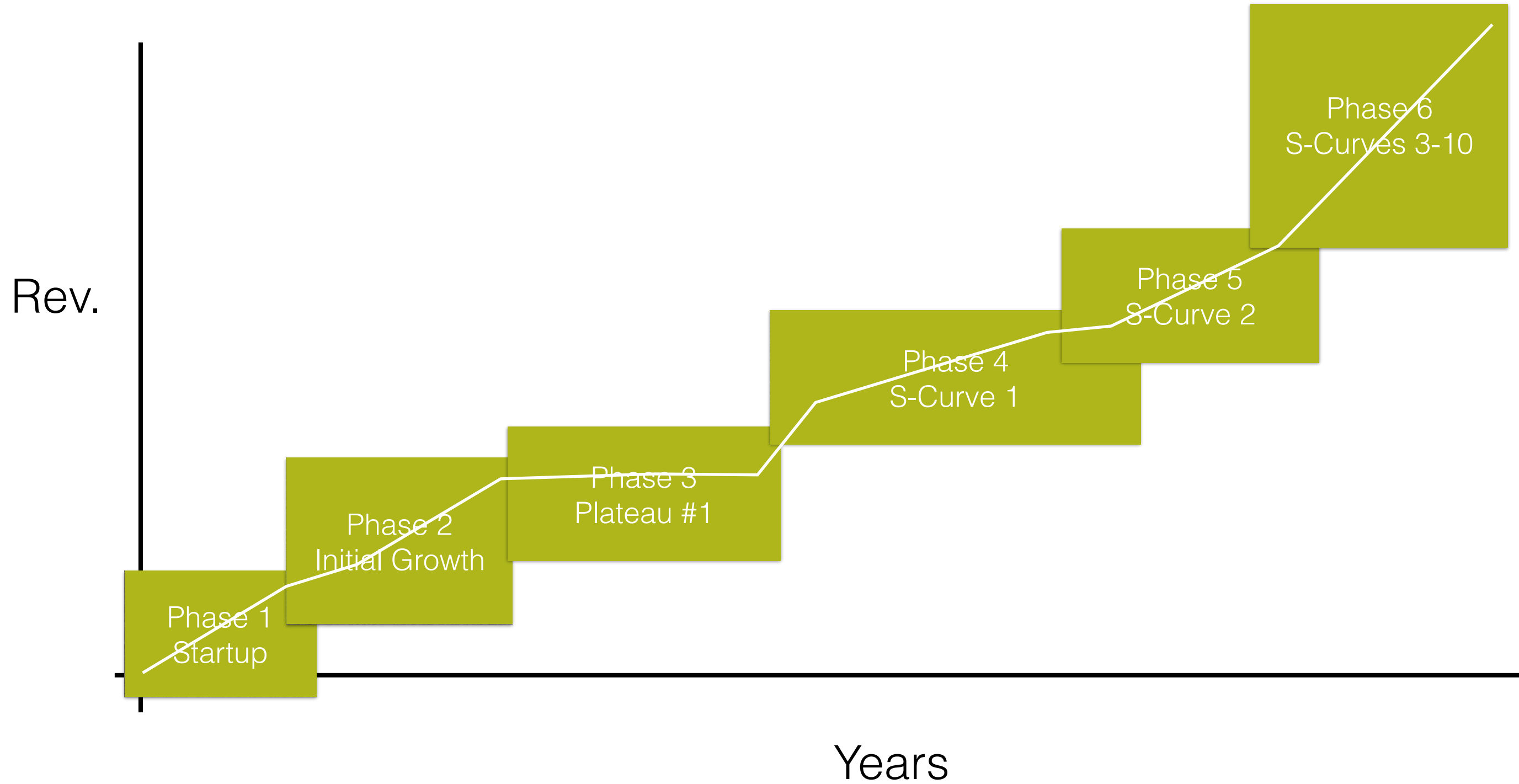
# Stages of a private company



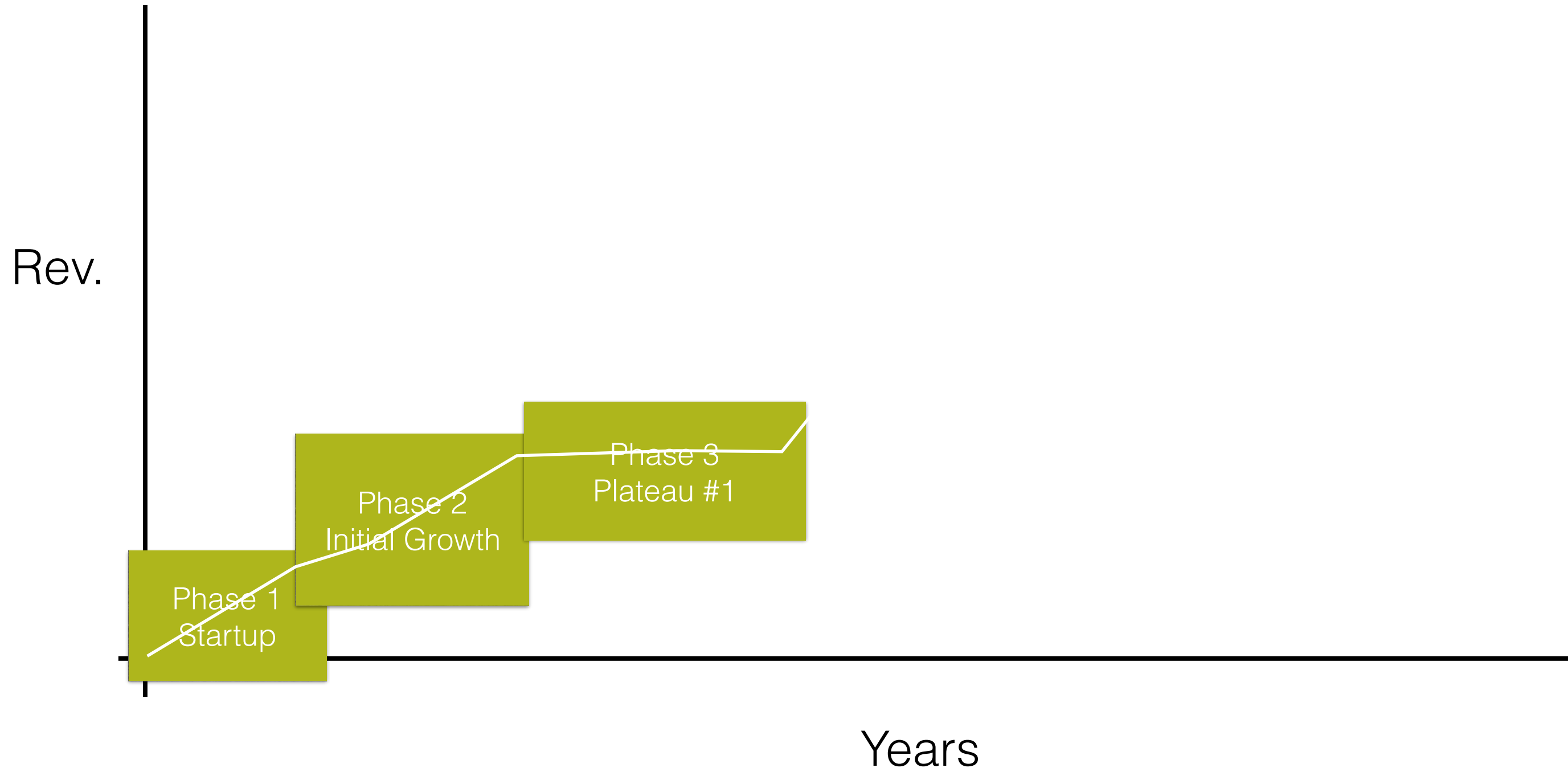
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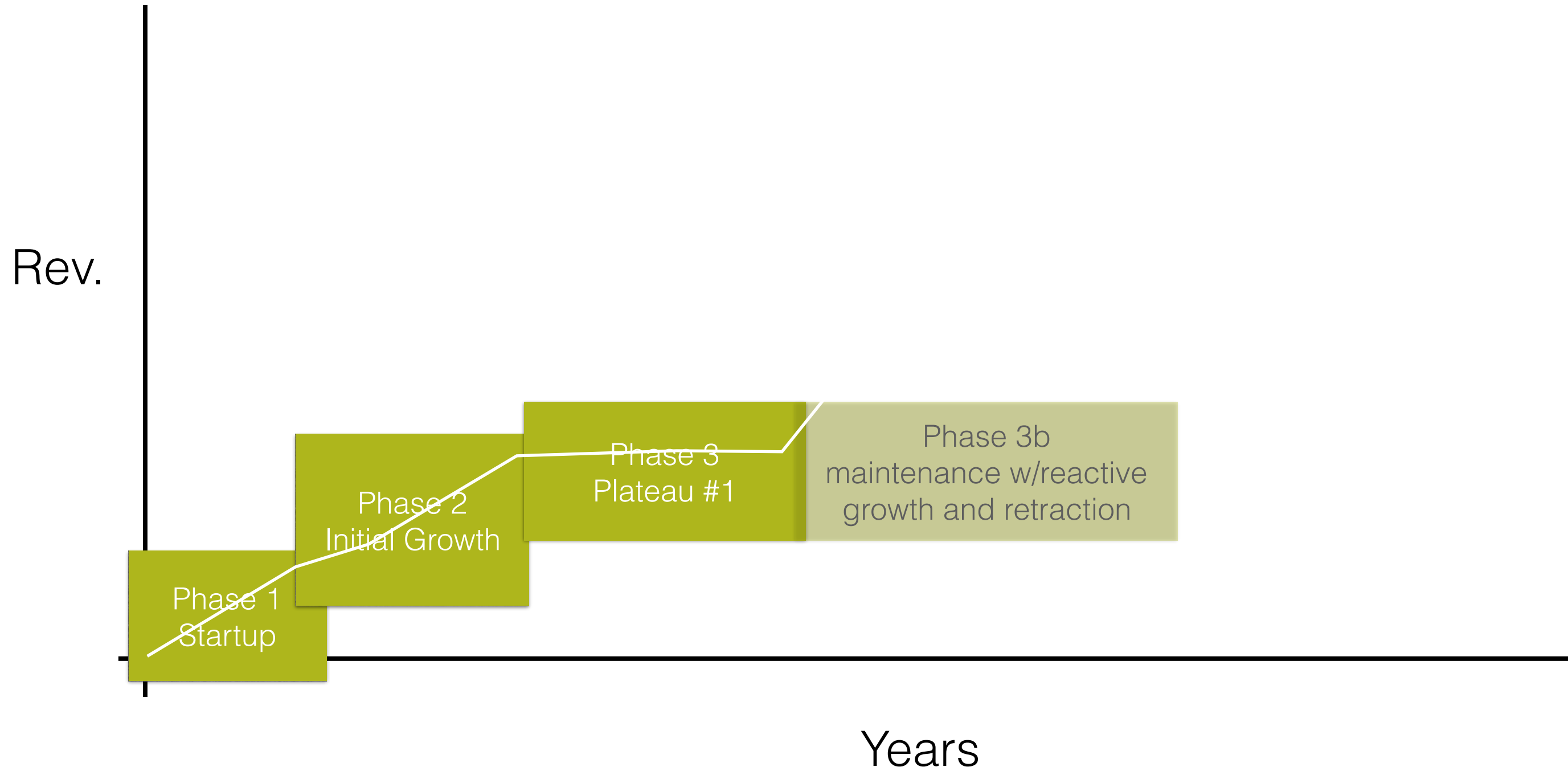
# Stages of a private company



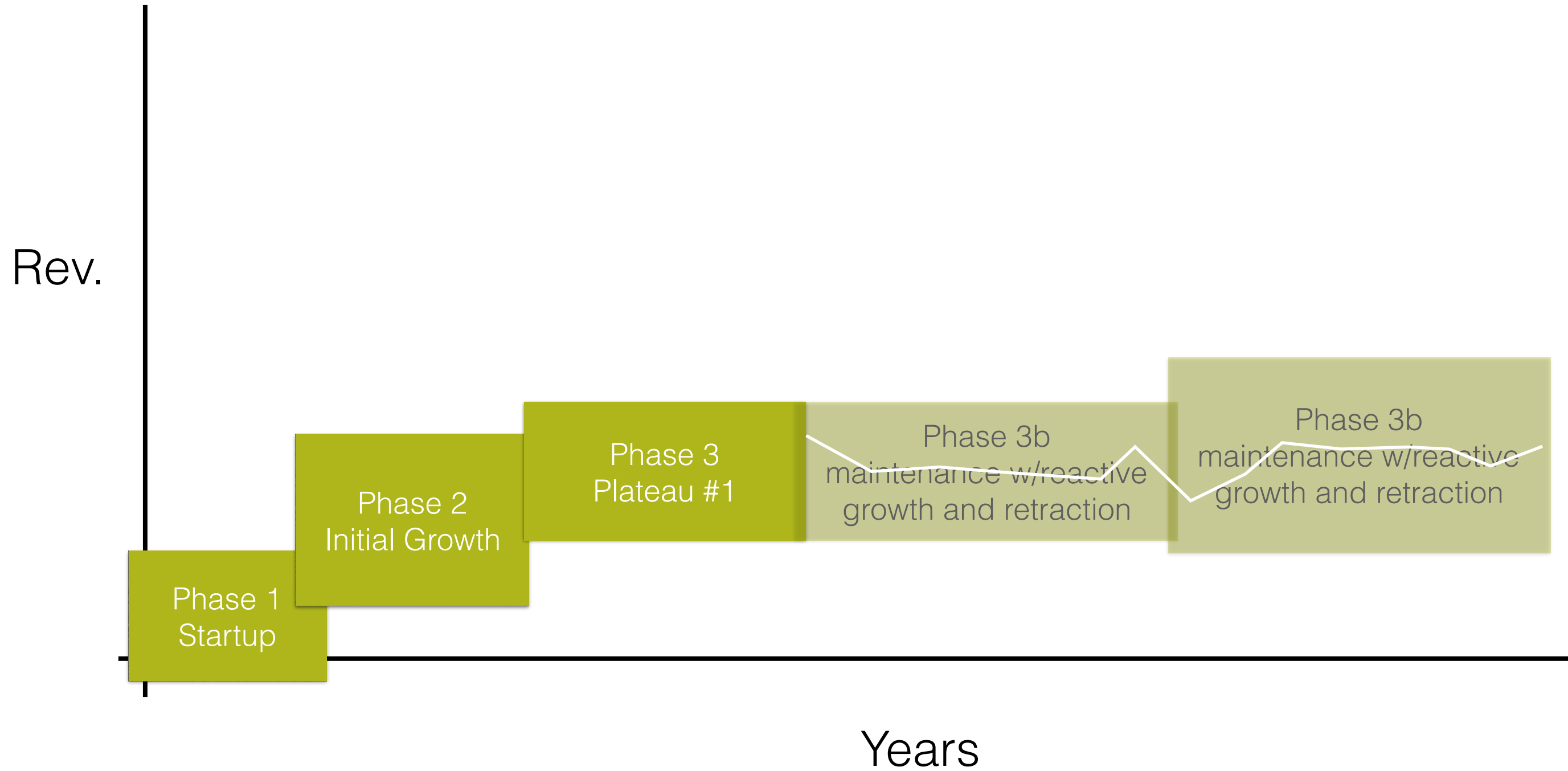
# Stages of a private company



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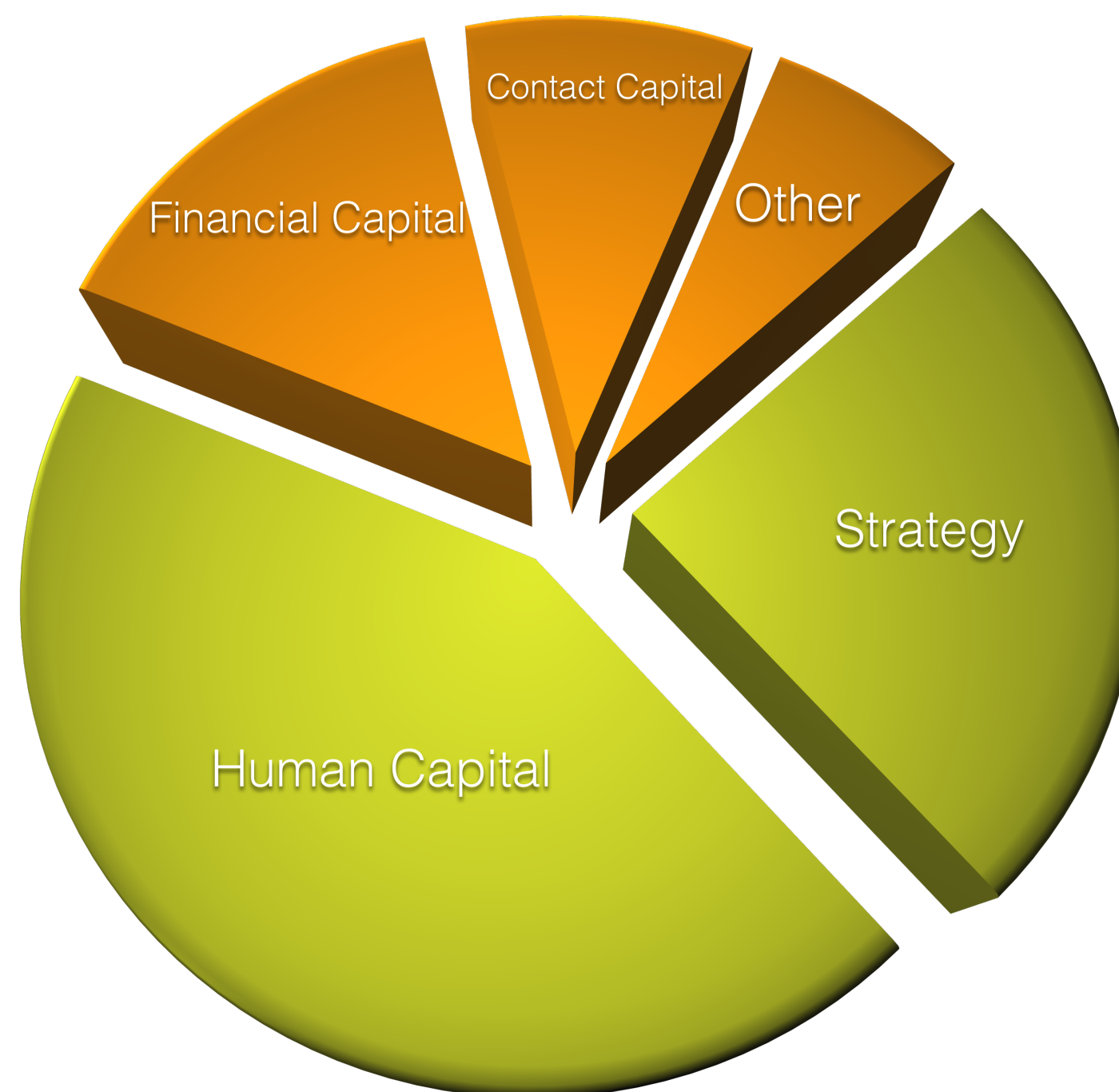
# Stages of a private company



# Why Privately Held Companies Plateau



# Why Privately Held Companies Plateau



Google “Joe Abraham TED”



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BOSI DNA

**Drives major  
decisions**

**BOSI DNA**

**Drives major  
decisions**

**Prescribes human  
capital selection**

**BOSI DNA**

**Drives major  
decisions**

**Demands strategy  
modifications**

**Prescribes human  
capital selection**

**BOSI DNA**

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# The Exercise

*Teams have  
DNA too*

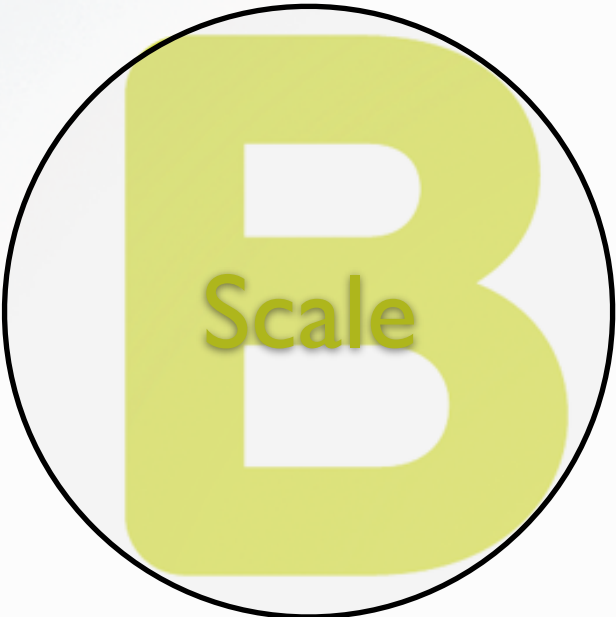
*Teams have  
DNA too*



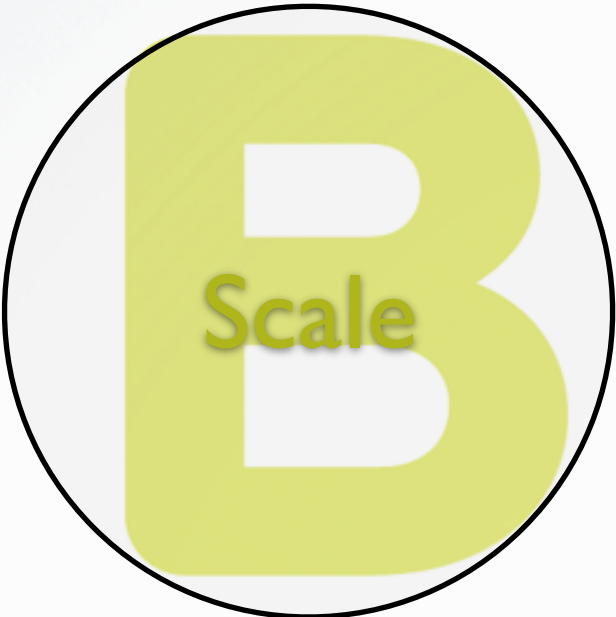
*Teams have  
DNA too*



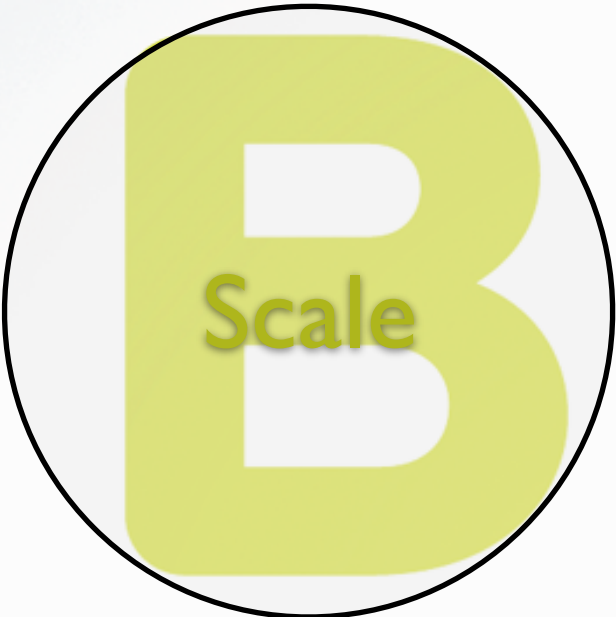
*Teams have  
DNA too*



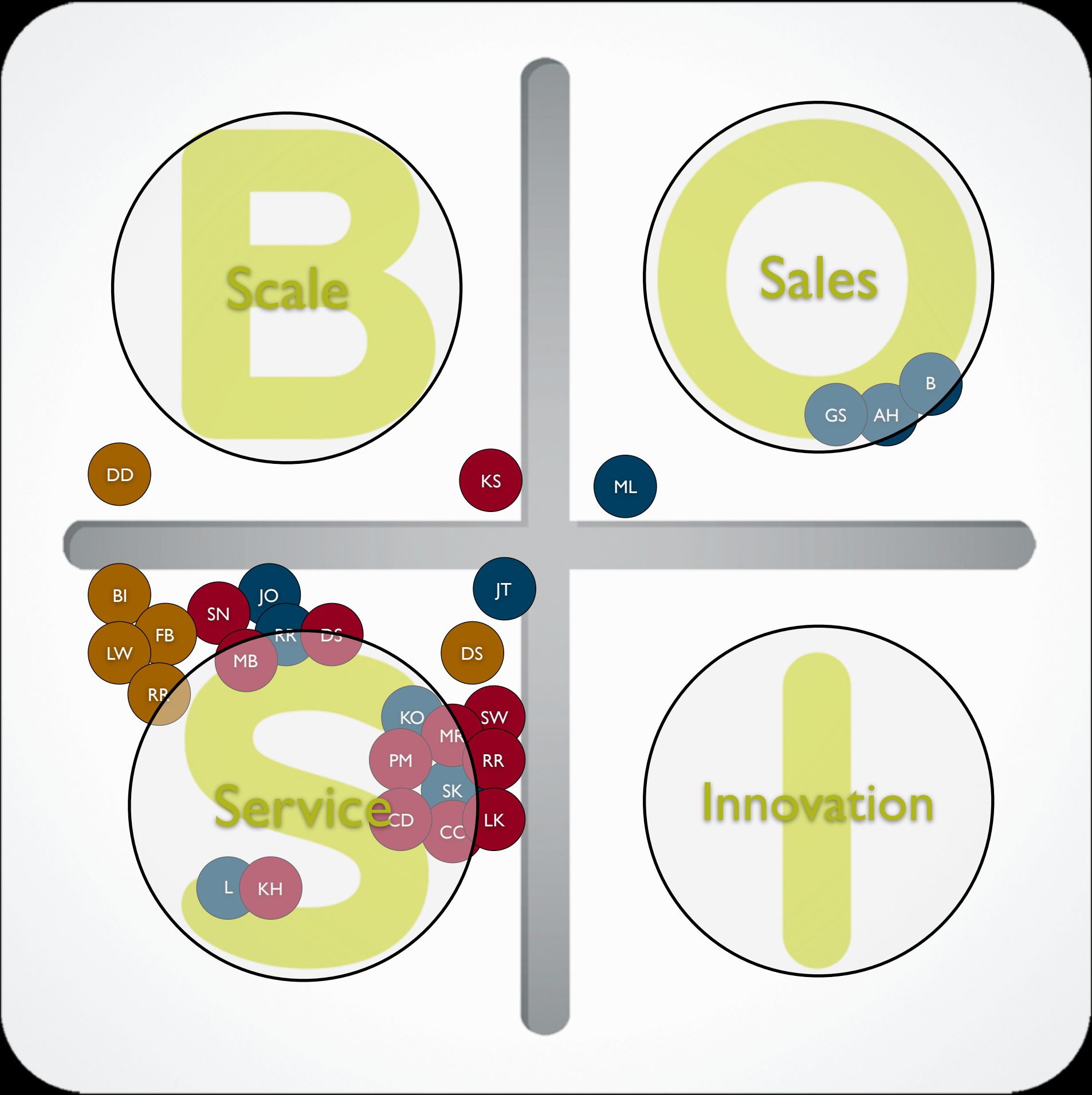
*Teams have  
DNA too*



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DNA too*



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DNA too*



# The Exercise

# The Outcome

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	The Good	The Not So Good
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# The Outcome

	The Good	The Not So Good
Builder	Rapid expansion	Staff retention

# The Outcome

	The Good	The Not So Good
Builder	Rapid expansion	Staff retention
Opportunist	New business	Revenue retention

# The Outcome

	The Good	The Not So Good
Builder	Rapid expansion	Staff retention
Opportunist	New business	Revenue retention
Specialist	Satisfied customers	Lead generation

# The Outcome

	The Good	The Not So Good
Builder	Rapid expansion	Staff retention
Opportunist	New business	Revenue retention
Specialist	Satisfied customers	Lead generation
Innovator	Game-Changing product	Sustained scale

# A Special Invitation



# A Special Invitation



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