



Creating Sustainable, Relevant Growth



Profitable Growth

How does an organization create sustained growth? A continuous pipeline of business-building initiatives.

Horizon planning has the potential to create sustained profitable growth for years. While the organization's core businesses are out of the pipeline creating profit, younger businesses, products and/or territories and client segments are inside the pipeline showing substantial growth in revenue. Further back in the pipeline are businesses, products, services and/or territories and client segments at earlier stages of formation - representing potentially promising revenue streams. Horizon Planning provides the company with a pipeline that contains emerging and future businesses that supplement the company's existing core business today and into the the future. It also provides the strategy planning required to support the success of the company's businesses, products and territories.

Horizon Planning also aids the company in developing the appropriate internal mechanisms that are required to support the organization's goals, objectives, initiatives, processes, performance and/or pipeline business(es). When Horizon Planning directly follows a business excellence analysis, fresh insight and key data exists to inform, guide and prioritize the development of best practices throughout all horizons, influencing timely and effective goal achievement within current, near-term and long-term processes, performance and initiatives.



Resolving to grow and identifying new opportunities are required elements if a company is to break out of the day to day activities of doing business. Companies must continually innovate if they intend to remain relevant, achieve competitive advantage and growth in any market and continue to capture market share. New businesses and revenue streams can only be built where desirable market opportunities align with relevant organizational capabilities. Horizon planning reveals opportunity in the light of capability and provides the foundation for becoming a sustainable, relevant growth company; today and into the future.

[The Peak Performance Group, Inc.](#) is a global management firm with nearly 30 years in the field of organizational and leadership development and coaching. **[Sheri Taber](#)** is the CEO and visionary leader of The Peak Performance Group, Inc. She is an international award-winning, minority certified, highly sought business advisor who has worked with boards of directors, C-Suite executives and leaders at some of the world's most successful domestic and international companies, including Hewitt Associates, First American Corporation, Microsoft Corporation, Merrill Lynch, USANA and ATT; as well as hundreds of small to mid-size businesses and their owners, CEOs, executive leadership teams, management and sales teams.

The Peak Performance Group combines its knowledge of critical business functions, innovation and client experience across industries to develop high performance businesses that dominate their market space and position themselves to achieve successive next-level bests. While many of the examples below represent work we do on behalf of our larger clients, small to mid-size businesses require similar focuses. Engagements are scaled based upon the unique needs each Client.

Please contact Sheri Taber to learn more about sustainable growth planning and strategies for your organization.

