

4007 - Grow Smart News Article

FOR IMMEDIATE RELEASE

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**Town Center Bank Sponsors “Grow Smart” Luncheon & Seminar on January 24
Jim Gallo, Gallo Associates, to coach business owners considering growth in 2018**

- For just over 13% of working adults, owning a business is a vital part of their own American Dream. Most owners envision their organization becoming a great success, which means growth of all kinds; new customers, new employees, larger buildings and ever-better equipment.

Town Center Bank is sponsoring “Grow Smart”, a complimentary seminar luncheon on January 24th. Jim Gallo, MJS, CPA, is the seminar speaker.

Gallo, Principal of corporate renewal group Gallo Associates, has been working with owners of small and medium-sized businesses since 1988. He has helped dozens of businesses grow wisely and well when they hit the benchmarks that drove new investments in people, technology and systems. He has also been called in to businesses that didn’t properly plan or manage their growth.

“One of the first owners I ever worked with said something that resonates with me to this day,” Gallo said. “He said “I made twice the money and had half the headaches when I was half this size.” It can be incredibly difficult to manage the baggage of getting bigger.”

“Grow Smart” will cover five core ways businesses can avoid failure after an expansion, concepts and principals that generally fall under the control of the business owner. He will bring in real world examples, such as the business that tried to please “an 800 lb. customer”. These customers will, as Gallo says, demand owners play by their rules, and can then change those rules at any moment. In a manufacturing situation, this can require a complete retooling of an entire line. He will also cover analyzing the need for and amount of additional space and the absolute necessity of a detailed and meticulous move plan. “Owners will underestimate the cost of the actual physical move into a new building. It can be something as simple as mapping out where equipment will go on the floor, getting it all in there, and then realizing there aren’t enough electrical outlets - and then having to rewire the whole building.”

He is a vocal proponent of owners putting themselves first, and will explain why such an approach is best for employees, and for the business as a whole. Gallo also recommends having a strong banking relationship in place before any expansion or growth begins, and will detail the reasons that relationship is vital to success.

Dan Regan, Town Center Bank President, is pleased to be sponsoring “Grow Smart”. “Taking a business to the next step, taking a leap, is very different than starting a new business. The approach, strategy, planning and financing must be different. We want area business owners to have the best available tools at their disposal. We know that Jim Gallo can give any owner

considering expansion a valuable summary that will save them time, money and many headaches."

Check in for "Grow Smart" begins at 11:30 am on Gatto's Restaurant, 1938 E Lincoln Highway in New Lenox. The lunch and seminar begin at noon. The event is open to all area business owners; participants are not required to be Bank customers. The luncheon and seminar are complimentary, but registration by January 19th is required. Email to spirko@towncenterbank.com or call 815-806-7007.

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