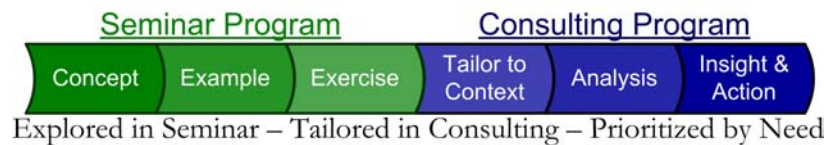


RHODE BUILDER provides businesses with an environment to develop critical thinking and strategic focus. The program is a unique blend of training, coaching and consulting that explores and develops strategies for growth in mid-size businesses. The six-month program is selective and culminates with each client company presenting its growth plans before a distinguished panel of **Rhode Island Commodores** — an excellent opportunity to validate plans while showcasing the company to the leaders of business in this state.

RHODE BUILDER is a unique and innovative model for *experiential executive education*. We emphasize the *Strategy-focused Organization*. In affiliation with **Roger Williams University's** Gabelli School of Business and the Center for Professional Development, we provide a whole solution to profitable growth by training management teams:

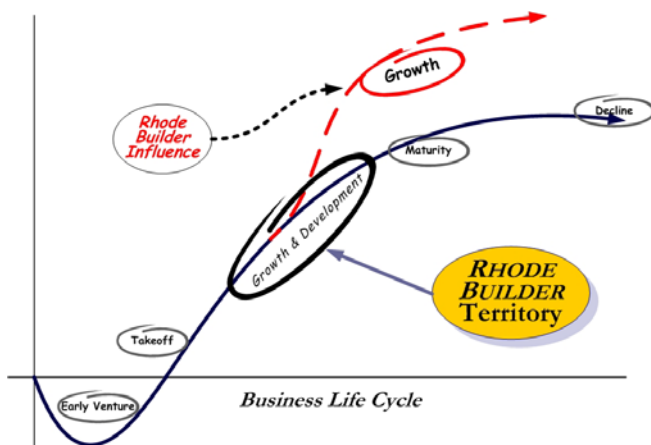


Training: Eight evening classes and one all-day seminar covering the strategic aspects of *Destination Planning, Profitability, Segmentation, Disruptive Forces, Value of Information, Forecast-to-Fulfillment, Team Dynamics, Process Performance Improvement, and Financing Growth* — integrating business-wide strategies. Classes bring together managers from throughout the state.

Consulting: Each company receives 50 hours of strategic consulting, working on company-specific issues, with two consultants and an undergraduate intern from Roger Williams University. The approach is to provide an atmosphere of insightful stimulation through coaching and nurturing. Companies commit their team to bi-weekly 3-hour sessions.

Instructors have included Governor Donald L. Carcieri, and the deans of the nationally accredited business colleges in Rhode Island: Jack Trifts (Bryant), Ed Mazze (URI), and Maling Ebrahimpour (RWU). The consultants have over 120 years of management and consulting experience with industry leaders, as well as family-run and entrepreneurial ventures.

RHODE BUILDER graduated five companies in June, 2006. Each began implementing their strategy focus before the program ended. Innovation — technology-based and business-model change — has played an important role in these companies. They are utilizing their *Strategy Map* and *Balanced ScoreCard* to guide decisions and measure performance. Two of the firms have already used the knowledge and confidence gained in the program to implement business-model change through strategic acquisitions.



RHODE BUILDER focuses on **growth opportunities** and **management team development**. By creating a platform for strategic thinking and teaching tools to apply that thinking in the very real environment of an operating enterprise, we dramatically increase the odds of building profitability, capacity and sustainability. We seek companies that are beyond *early venture* and *take off* stages and into the *growth and development* stage—gazelles.

The second **RHODE BUILDER class is now being formed** to begin in **January, 2007**. This class will include up to ten companies, with five managers per company participating. Contact the Program Director to find out how your company can benefit from this unique program.

Contact: Bret Hall – Director

401-741-0999

bhall@rwu.edu

Funding for Rhode Builder comes primarily from the client companies. Each company pays \$14,750, but is eligible for a 50% RI Employee Investment Grant. If purchased separately on the open market, the bundle of Rhode Builder services would command over \$45,000.

Rhode Builder is an affiliate program of Roger Williams University through its Gabelli School of Business and the Center for Professional Development. Additional program funding comes from the RI Economic Development Corporation, and the Rhode Island Commodores.