



## **With Wardell's help, Globe Printers has grown by 50% & more than doubled its net profits, freeing up the owner to spend more time with his family**

When a business owner feels like they have bought themselves a job, something isn't right. That's what the owner of Globe Printers, Ken Giesbrecht, determined in May, 2003 when he made a decision to free himself from the non-stop demands of owning his small printing business.

After nine years being in business and many self-described "near fatalities", Ken sought out professional help from Wardell. His objective? To learn how to think like a profitable business owner- he was tired of being tied down to his business.

Teaming up with Wardell helped Ken gain a new perspective on his business while providing the actual tools and guidance necessary to transform his company. A Needs Analysis helped Ken get clear on exactly what he wanted to achieve with his business: 1. To become the BC Fraser Valley's largest printing company; and 2. To manage the business from a greater distance, working an average of 30 hours per week.

Armed with a clear objective, Wardell worked together with Ken every step of the way to achieve his dream company. Some fundamental changes needed to happen. Ken needed to restructure his organization, hire new staff, streamline his business systems, and take a new managerial approach to running his business.

Ken was willing to invest the initial time required to transform his company, but he wanted to know that after a couple of years, he would be spending less time at work, and more time with his family. As the following vital statistics show - mission accomplished! Ken's life is no longer controlled by his business, and Globe has emerged as the largest commercial printer in the BC Fraser Valley.

### **Globe Printers Vital Stats (from 2003-2006)**

**Revenue Growth:** From 1.5 to 3 Million

**Net Profit Growth:** From 10% to 15%

**Number of Employees:**

Increased from 10 to 21

**Number of Managers employed:**

Increased from 0 Managers to 4

**Ken's weekly hours running the business:**

Reduced from 60 to 30 hours/week.