# Focus Forward Collaboration Workshop

*Are you in control of your future? Are you clear on the best options available to you regarding the future of your organization? Most people do not like mandates – they prefer options. Knowing your alternatives and the likely results will enable you to make informed decisions about the future of your organization… decisions that will directly impact your members' future.*

*A one-day Workshop has been designed to help you know all the possibilities available to you and help you make the best choices. Now is the time to get clear by exploring your unique circumstances as we co-develop relevant solutions together.*

Through your participation in the one-day Focus Forward Collaboration Workshop, you will:

- Understand why further MLS consolidation is inevitable and know your options for navigating the future with less pain.

- Learn the proven business models including pros and cons for each.

- Know what works and what doesn't. Learn from others - why reinvent the wheel?

- Know the specific questions you need to ask and answer before taking next steps.

- Identify which options are best for your brokers/ members based on the market metrics.

- Learn about the best governance solutions - choose the one that's right for you.

- Have tools and formulas for measuring overlap including the costs to the members who participate in multiple MLSs.  Be the market expert!

- Deal with the money matters. Learn what others are doing to overcome obstacles.

- Take home a toolkit including a sample business plan, operating agreement and questionnaire.

- Know what information you need to gather from other associations/MLSs before meeting with them for a productive discussion. Walk-through the process that works.

- Learn how to be more partner-worthy.

- Educate your leadership on how to make big directional decisions that lead to big WINS.

- Know the best practices including what to do next.

- Be in a much better place as a result of your participation in the workshop.

*There is no other way to receive this much value in a single day!*

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FOCUS**FORWARD**

*A fresh look into your future*

# Focus Forward Collaboration Workshop

*We are laser-focused on helping industry leaders without being attached to a specific outcome. We will inspire and impact the next 100 organizations in the same proven manner that we have assisted 50 other organizations like yours through this collaborative process. All of our prior engagements resulted in better services for members, less pain, increased efficiency and cost-savings. Many did much more than that. You can achieve similar results when you take action now.*

The Workshop can be configured in several ways including a meeting with one organization or a group of neighboring association/MLSs in a common market area. For this, you are encouraged to create your own guest list. Another configuration is a national workshop, where people come from all over the country to talk candidly and share best practices in the absence of local market competitors. All of these are professionally facilitated and produce measureable benefits and value.

Your next step to knowing if the Focus Forward Collaboration Workshop is right for you is to have a private 30-45 minute conversation with Kevin McQueen. You can include your President, other officers or your entire Board if you like. There is no cost, everything is confidential and you will have everything you need to decide if this is right for you. What have you got to lose?

*You have questions – we have answers based on our experience leading 50 other organizations like yours through this collaborative process.  All of our prior engagements resulted in better services for members, less pain, increased efficiency and cost-savings.*

Contact Kevin McQueen at [kevin@kevinmcqueen.com](mailto:kevin@kevinmcqueen.com) or (720) 556-5923. For your convenience, you can access his calendar at kevinmcqueen.youcanbook.me to confirm a date and time for your own confidential discussion with Kevin about your future.

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*A fresh look into your future*