

## THE PRESIDENTS' FORUM OF COLUMBUS

A 'By-Invitation-Only' Program For CEOs,  
Presidents Or Owners

"Great event! Very relevant topics, great  
speakers and a good pace throughout the  
day. Helped answer specific questions."

### **Matt Dunlap**

CHARLES PENZONE

THE PRESIDENTS' FORUM OF COLUMBUS

"It was so nice being with you during the TEI  
Presidents' Forum last week. The keynote  
speakers were terrific and the roundtable  
discussions were a valuable learning  
experience. Thank you again for sharing  
your time with me."

### **John DePuy**

OAKTREE VENTURES, INC.

THE PRESIDENTS' FORUM OF SOUTHERN CALIFORNIA

"It was a pleasure for me to participate  
in the program, and I was honored to  
have been asked. It seems to me from  
having attended in a prior year and my  
participation this year that there is  
definitely a niche being filled by your  
organization...I was impressed by the  
quality of people involved..."

### **Bolivar Andrews**

OWNER, CTW, LLC

WENDY'S

THE PRESIDENTS' FORUM OF DALLAS

To learn more about the Presidents' Forum and our  
various other opportunities and resources, visit  
[www.tei.net](http://www.tei.net).

You can't google the solution to an important business  
problem. What you can do is listen to and discuss  
how other CEOs have addressed the same issues of  
concern to your business. From enlightening "case  
study" presentations to inspiring smaller roundtables  
and substantial peer-to-peer networking, you'll get  
practical solutions, generate new ideas and make  
valuable business connections.

#### **Presentations**

Successful owners and prominent leaders discuss best  
practices to resolve key business issues.

#### **Roundtable Interaction**

Participate in engaging Q&A sessions with the Forum's  
CEO, faculty and other top-level experts.

#### **Networking**

Share ideas, develop leads to expand your market, and  
build your business through strategic alliances.

### **Thursday, February 23, 2012**

**The River Club at Confluence Park**

679 W. Spring Street, Columbus, OH 43215

The Presidents' Forum was created through the efforts of the  
Advisory Board of Columbus and The Entrepreneurship Institute (TEI)  
to provide practical solutions, relevant information and valuable  
contacts needed to thrive in a challenging economy. TEI is the most  
successful independent non-profit educational corporation organized  
solely to assist and encourage the growth of American enterprises.  
Since 1976, TEI has assisted thousands of company presidents in  
solving problems and developing business contacts that contribute  
positively to the bottom line.



THE  
ENTREPRENEURSHIP  
INSTITUTE

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Columbus, Ohio 43231

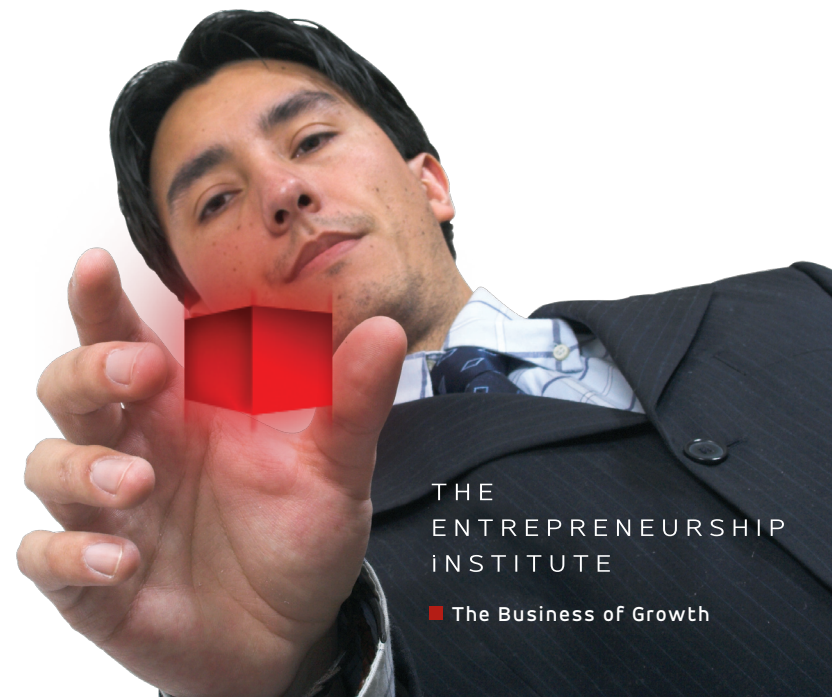
[www.tei.net](http://www.tei.net)

## The Presidents' Forum

COLUMBUS



SEIZING OPPORTUNITIES IN  
THE NEXT BUSINESS CYCLE  
Thursday, February 23, 2012



THE  
ENTREPRENEURSHIP  
INSTITUTE

The Business of Growth

## Presidential Presenters:

### Jane Grote Abell

President & COO, Donatos



As a founding family member, Jane Grote Abell joined Donatos Pizza Inc. in 1978, and currently holds the title of Chairman of the Board & Owner. In 1988 with a degree from Ohio State University in Organizational Communications, and a strong passion for people, she was promoted to the Chief People Officer and served in this role during

the acquisition by McDonald's in 1999. During the four years with McDonalds, Jane served as Senior Vice President Development, Franchise Development and maintained the role as Chief People Officer. In these leadership positions, she helped steer the Company's business strategy. Most notably, in 2003, Jane was a major catalyst behind the decision to buy back the Company from McDonald's. In December of 2006, Jane was promoted to President and Chief Operating Officer.

### Mike Rosati

President, Rosati Windows



Founded by Mike in 2000, Rosati Windows has become the leading replacement window company in central Ohio. With a focus on service and quality, the company has grown rapidly, placing several times on the list of Inc.'s 5000 Fastest Growing Private Companies in America. Mike received the 2005 Small Business Leader of

the Year Award from the Columbus Chamber of Commerce and was the 2003 Manufacturing Winner of the Ernst & Young Entrepreneur of the Year award. The company has also earned the Consumers' Choice Awards, the Angie's List Super Service Awards, the Business Integrity Award from the Better Business Bureau of Central Ohio, and the coveted NARI ACE Award for Achievement in Consumer Excellence. Mike is renowned for his commitment to this community where he grew up. His foundation is a major supporter of high school athletic programs, firefighter causes, Access HealthColumbus, the Buckeye Ranch, and more.

### Doug Smith

White Pine Mountain



Doug Smith is a former business leader who wants to make difference in the world by teaching, writing, advising and by sharing what he has learned and by learning from others. During the past 15 years he has served as CEO of Kraft General Foods Canada, Chairman/CEO of Borden Foods Corporation and most recently Chair-

man/CEO of Best Brands Corporation. His specific areas of interest are leadership and organizational effectiveness, happiness and well-being and the skill of dealing with setbacks in life. He works with individuals and organizations focusing on emerging companies, CEO's who are eager to learn and enhance their leadership skills and not-for-profit organizations. He teaches an undergraduate course at DePauw University and leads sessions at Canyon Ranch on "The Skill of Happiness".

# The Presidents' Forum Schedule

Thursday, February 23, 2012

7:30 - 8:15 a.m.

Registration/Networking  
Continental Breakfast

8:15 - 8:30 a.m.

Welcome

8:30 - 9:00 a.m.

Kick-Off Address

9:10 - 9:40 a.m.

Feature Speaker – Mike Rosati

9:40 - 10:10 a.m.

Feature Speaker – Doug Smith

10:10 - 12:00 p.m.

Breakouts/Peer-to-Peer Interactions:

- Business Development Strategies - Building Sales Momentum
- Your Role and Impact on Growth & Profits Through Technology
- Human Capital - Engagement, Assessment, Retention, Termination
- M&A strategies for a Slow Growth Economy
- Transitioning from Entrepreneurial to Professional Management

12:00 - 1:30 p.m.

Lunch/Luncheon Address – Jane Grote Abell

1:35 - 3:15 p.m.

Breakouts/Peer-to-Peer Interactions:

- Exit Strategies – "Cash In Before You Check Out"
- The Simple Steps to Marketing Success
- Top Tax Tips for 2012
- Raising Capital – Acquisition Financing

3:30 - 4:00 p.m.

Closing Address

4:00 - 5:00 p.m.

Networking Reception

5:00 p.m.

Adjourn

## Sponsoring Organizations:

