



Integrator Services

We are dedicated to helping organizations in the process of considering or adopting the EOS® system to build the best Integrator / Visionary relationship possible. We do this by offering focused recruiting, training, coaching, and assessments.

What We Do



Helping You Maximize The Business-- As a CEO or visionary, you want to maximize your tangible and intangible assets in the business. You understand and appreciate the real value of the Integrator and CEO relationship. We are dedicated to ensuring that your Integrator is successful from the moment they are hired.

GCE Strategic Consulting has proven executive experience around the role of the Integrator.

We can help:

1. Assess your current Integrator's knowledge and experience
2. Evaluate whether you require a full-time or fractional Integrator
3. Fill in as a fractional Integrator until we find a fractional or full-time Integrator
4. Train your existing Integrator so that you get the fullest potential from them.

“GCE Strategic Consulting went above and beyond at every corner, I highly recommend their team to any company looking for a professional consultant and recruiter”

- Andrew Tomp
CEO Ticket Shine, Inc.

No matter what stage you are at, we can help you get the most out of the business.

INTEGRATOR RECRUITING



Our recruiting program is for organizations using EOS® and companies focused on growth. We understand what it takes to be an Integrator and only hire Integrators.

TRAINING & BEST PRACTICES



Whether you have an existing or new Integrator on your team, we can help provide ongoing Integrator training. We help Integrators learn business best practices and provide ongoing support.

“BRIDGE” INTEGRATORS



Whether you need a part-time Integrator or we are recruiting an Integrator for you. We can bring in a Integrator to bridge the gap until you need or can afford a full-time Integrator on your team.

COMPLETE SALES OPERATING SYSTEM®



Our unique approach and system is ideal for any size company. CSOS® is a simple approach to helping small businesses align sales and marketing to your business goals and objectives.

Integrator Services

1

Service One INTEGRATOR RECRUITING

Whether you are looking for a full-time Integrator or fractional Integrator, we offer complete Integrator recruiting, and Check Points.



2

Service Two INTEGRATOR CONSULTING

Our Integrator consulting helps fill the gap until you hire a fractional or full-time Integrator. Our goal is to find a solution that fits best with your needs.



3

Service Three STRATEGY SOFTWARE

Bring everyone together and get them involved in delivering on your vision. Build and track your metrics and keep the team accountable.



4

Service Four INTEGRATOR TRAINING

Our Integrator training is focused 1-on-1 with your Integrator to ensure you get the most out of the business.



5

Service Five READINESS ASSESSMENT

Our 8+ week readiness assessment helps you evaluate whether you require a full-time or “Bridge” Integrator for your business.

Integrator Services



ASSESSMENT

- ✓ 8+ Week Program
- ✓ Integrator Needs
- ✓ Review your systems
- ✓ Recruiting Plan

BRIDGE

- ✓ 30-50% Utilization
- ✓ Integrator Interviews
- ✓ Review your systems
- ✓ 90 & 180 Day Reviews
- ✓ Strategy Software

FULL-TIME

- ✓ 100% Utilization
- ✓ Integrator Interviews
- ✓ Review your systems
- ✓ 90 & 180 Day Reviews
- ✓ Strategy Software

Questions?

Do you have any questions? We've got answers

What is the purpose of the assessment?

We conduct an in-depth interview of the CEO to determine the Integrator requirements, function and cultural needs to clearly understand and agree on the search criteria and success goals. We will provide an assessment and Integrator recruiting plan with your vision and goals aligned.

How is GCE's recruiting model different?

If you were to use another Integrator recruiter, we would find candidates for you based on your Integrator Qualifications. GCE is different in that we identify 50+ functional candidates, we not only screen them. Our senior Integrator will interview the top vetted and qualified candidates. Once you select your top candidate and hire them, we will make sure they are comfortable with the basic system overview. We don't stop there; our Senior Integrator will provide 90 day and 180-day reviews to ensure that the Integrator is meeting the needs of the CEO, culture, and business.

What if the initial candidate doesn't work out?

Although we stay engaged for the first 180 days, if the selected candidate doesn't work out through our program, we will GUARANTEE that we will replace the candidate at no additional cost.

Integrator Recruiting Program

STAGES						
1 - IDENTIFY	█	█				
2 - INTERVIEW			█			
3- HIRE				█	█	
4 - REVIEW						█

STAGE 1: IDENTIFY

We first start by learning more about your business, business systems maturity, and goals. Once you agree to work with us, we will get started identifying 50+ functional candidates. Every candidate we hire will have executive-level experience and aligns with your business model and industry.

STAGE 2: INTERVIEW

Conduct two separate interviews with our Integrator looking for Integrator functionality and expertise. Complete Separate interviews focused on culture and personality fit. We provide the Visionary with candidate information including strengths matching the Integrator qualifications and suggested interview areas.

STAGE 3: HIRE

Once the CEO identifies the top candidate, makes an offer and its accepted, our team will schedule 90 and 180 checkup meetings with the CEO and Integrator to ensure that the Integrator has a successful transition into the new organization.

STAGE 4: REVIEW

Unlike our competitors, we don't stop when we hand over the candidates. We committed to the success of the Integrator and Visionary relationships and will stay engaged for the first 180 days. We will conduct a 90 and 180 review to ensure that the hired Integrator is successful.

Our unique approach is unlike our competitors as we focus on providing qualified, vetted and trained candidates for organizations that have or are currently implementing EOS® within their organization. Additionally, we partner with implementers and visionaries to ensure that the newly hired Integrator is successful long-term. A successful Integrator / Visionary relationship will ensure that EOS® is fully utilized and the organization achieves the desired results.

Meet Our Team

At GCE Strategic Consulting, we work with business owners who embrace the principles of the Entrepreneurial Operating System® EOS® to get the results that they both need and deserve at an investment they can afford. We do this by offering a “Bridge” Executive who gets full-time results, focusing on the greater good of your business, or by hiring and training the right Integrator for your business.



Ken Paskins- **CEO**

The Founder and Bridge Integrator for Hire at GCE Strategic Consulting. Ken is passionate about compelling people, divisions, and companies to achieve more than they thought possible.



Bob BuWalda- **Senior Partner**

Robert “Bob” BuWalda Bridge Integrator & Sales Executive for Hire has 40 years of experience leading high-performance teams, and part of any organization.



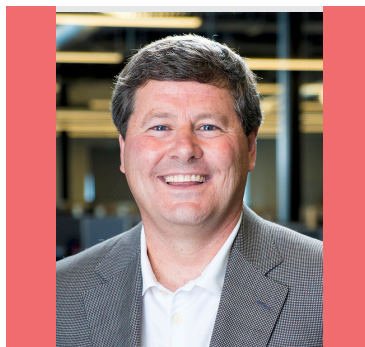
Mary Beth Loesch- **Partner**

As Partner and Integrator–West, Mary Beth brings more than 25 years of C-Suite experience in Operations, Strategy, Mergers & Acquisition, Sales & Marketing as well as having served as President & CEO.



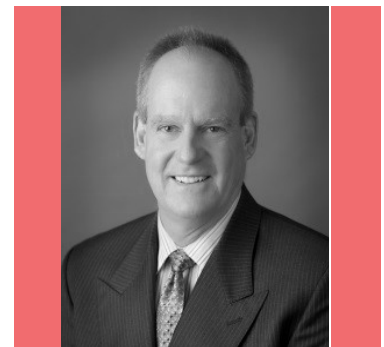
Mike Griffith- **Partner / Recruiting**

Business executive with a 25 plus-year successful track record of providing vision, strategy, and leadership critical to high-performance organizations. Mike is passionate in helping organizations recruit top talent and building



Perry Tanner- **Strategic Relations**

Perry’s focused on developing partnerships with a variety of business leaders along with other partners in the ecosystem. Perry has held a variety of marketing, sales, and operations positions, including serving as GM for a firm in Atlanta Georgia.



Jim Frankin- **Senior Partner**

Jim is a proven sales leader with over 25 years of success in building and leading B2B sales teams selling software/SaaS and professional services. Serving as a Fractional Chief Revenue Officer (CRO) or Chief Sales Officer (CSO).

Values and Focus



INTEGRITY

Operate with Integrity Always



GREATER

Greater Good First



EXECUTE

Execute Methodically

As a company, we fully believe what Rocket Fuel® Book preaches: good Integrators are in high demand and only makeup 2% of the population. We're dedicated to supporting you, whether you are at \$500k or \$50m.

We provide a three-legged stool that no one else in the market has:

- 1- Bridge Integrators
- 2- Training, coaching and mentoring Integrators
- 3- Recruiting the right Integrator to grow your business

Disclaimer: Entrepreneurial Operating System, EOS and their affiliated trademarks are the Intellectual Property of EOS Worldwide, LLC. GCE Strategic Consulting, LLC is not endorsed by or affiliated with EOS Worldwide, LLC.

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“ Talk to Ken (GCE Strategic Consulting) to see if his “Bridge” Integrator model could help you get your company moving to the next level. ”

Mark Winters - Co-Author of Rocketfuel

GCE STRATEGIC CONSULTING

info@gcestrategicconsulting.com
www.gcestrategicconsulting.com

