



2019 FALL LEADERSHIP CONFERENCE

New Capital Partners is dedicated to **Building Great Companies**, and we have the resources to back it up. The idea for our annual **Fall Leadership Conference (FLC)** was born from our own operational experience and recognition that building strong businesses is difficult and takes hard work. Our annual Fall Leadership Conference gives our team and our companies' management teams the opportunity to learn new strategies and actionable takeaways to take our businesses to the next level.

Continuous feedback from our portfolio companies revealed that four pillars are vital to creating value: **Strategy, People, Culture, and Sales and Marketing**. Our FLC is structured around a combination of the four pillars.



Strategy: Developing, updating and executing the right strategy



Culture: Cultivating a first-rate culture to get the most out of talent



People: Identifying, recruiting, coaching and retaining "A" Players



Sales and Marketing: Maximizing sales efforts and results

A POWERFUL TWO-DAY WORKSHOP

This year, **Day 1** is focused on culture and employee engagement. The [ghSmart](#) team will lead a session on why employee engagement and motivation are crucial to our companies' success and growth. In the afternoon, we will learn how to measure and improve engagement and motivation.

Later, we will host a happy hour and a panel featuring former NCP CEOs that have successfully sold their companies discussing the best strategies for exit preparation. The panel will be moderated by [TripleTree](#), an industry-leading investment bank with which NCP has had a 20-year relationship. TripleTree most recently represented Hospice Partners of America in its [sale](#) to Addus HomeCare

On **Day 2**, [Simon-Kucher](#) will present sessions on sales and revenue generation.

WHY WE DO IT

We firmly believe that commitment to **building great companies** means a commitment to constant and consistent improvement. Our goal is for all of our management teams to leave the FLC with new strategies for improving the four pillars in their respective organizations.

At NCP we are more than just investors. We are real business partners who are committed to adding value to our companies by committing to serving customers' needs better than anyone else. Our FLC is just one way we do that for our teams.

Read what last year's attendees had to say about the **2018 FLC** on the [NCP Blog](#).

LET'S TALK

Could your management team benefit from the NCP approach to building great companies through partnership and collaborative learning? Contact us at hello@newcapitalpartners.com to learn more.