

# Profit Margin Expansion Strategies & Interactive Lab



CARLTON  
LEADERSHIP

**MAXIMIZE PROFIT | ACCELERATE GROWTH**

## 4 Sessions | 4 Weeks | Immediate Application | Guaranteed ROI

This series helps you put the right mechanisms in place to increase profitability without sacrificing value, and lead enterprise-level initiatives with credibility and confidence. In just 4 weeks, you'll position yourself as a leader who drives results, not just track them.

### Gain Financial Clarity

Identify the operational levers that drive higher margins and present options with quantified impact, not just ideas.

### Accelerate Cash Flow

Remove conditions where cash is trapped and margins erode. Every 1% increase in margin is growth you don't have to chase.

### Optimize Value

Spot opportunities to materially grow your business with products that outperform the competition and lead in the market.

### Lead Expansion Efforts

Strengthen strategic decision making and drive enterprise-level financial discipline by establishing a multi-year, cross-functional Expansion Playbook.

## At a Glance

### Who Should Attend

- Managers responsible for a Profit & Loss Center
- Business Unit Directors
- Product and Services (Portfolio) Leaders
- Business Owners
- Entrepreneurs & Founders

### Length

4 Sessions | 4 Weeks  
Duration: 90 Minutes

### Class Size

24

### Format

Live online analysis & advice

### Locations & Pricing

Online / Eventbrite  
Investment - \$2495.00

For more information, or to register visit  
[CarltonLeadership.com](https://CarltonLeadership.com) or call 914.987.1672





## TAKE YOUR CAREER TO THE NEXT LEVEL

Rather than reporting on the numbers and cost cutting under pressure, you learn how to;

- C Build executive leadership capability.** Think beyond your silo/ function by understanding how pricing, cost, and operations connect across the enterprise.
- C Develop financial credibility** so you can confidently discuss margin and trade-offs with C Suite executives.
- C Frame decisions the way C Suite executives expect**, with clear options, implications, and recommendations.
- C Demonstrate ownership, not just execution**, by linking your work directly to business outcomes.
- C Show readiness for promotion.** Strengthen judgment under pressure, a key signal leaders look for when considering advancement.

### How to get in touch

You need support to succeed. We're here to provide  
Call us at +1 914 987 1672 or visit [CarltonLeadership.com](https://www.carltonleadership.com)

## WHAT PARTICIPANTS SAY ABOUT THE PROFIT MARGIN EXPANSION LAB

# 98%

Have been able to apply  
techniques within the first week

# 99%

Saw immediate improvement  
within the first financial quarter

# 99%

Have recommended this series  
to others



"We fundamentally changed how I lead the business. We were growing revenue, but recent increases in tariffs and supplier costs were eating away at our profits. This workshop gave us a shared language around margin, cash flow, and cost-to-serve, and more importantly, a clear framework for how those decisions should be made. Within weeks, we shortened our cash conversion cycle by 45 days, improved the value of our products, and started getting paid for services. At the end of the first quarter, we saw a 12% improvement of profit margin. This series gave us practical, business-level guidance that allowed us to make better decisions, have stronger accountability, and lead a financially resilient business."

— N. J. Serie, GM, Alstom Hydro



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