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Focus

A Newsletter published for clients and friends of Wagner Consulting Group

The Times They Are A-Changin'

Songwriter and performer Bob Dylan released his 1964 song *The Times They Are A-Changin'* during times of turbulent social change in America, and became a popular icon of that time. Forty-two year later, Dylan's 2006 *Modern Times* album entered the U.S. album charts at #1 (according to Wikipedia) making him the oldest living person to top those charts. Clearly, Bob Dylan has changed enough to remain relevant. Unfortunately, many private U.S. companies are not changing enough.

More than 75% of private U.S. companies will be worth LESS in four years than today, according to investment banker Rob Slee, author of *Private Capital Markets*. Changing the way we do business becomes more important every day.

I have aggregated eye-popping statistics from several sources with a brief outline of a proven four-step change process into a video presentation accessible by the hyperlink below. By the way, this video was produced in Bangalore, India from data files I emailed to a programmer there. Yes, Virginia, the world *is* flat!

Click this link to view the video (it may take 15 to 20 seconds to start).

<http://www.wagnercg.com/sitemax/Portals/0/Shift.swf>

Tom Wagner

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