

Invite the Chairman & CEO of OPTIS Group to Speak at Your Next Corporate or Conference Event



Since 1999, Philip R. Foss has been Chairman & CEO of OPTIS Group, LLC, one of the county's leading strategy and operational planning management consultancies. The firm provides services for a diverse field of clients, ranging from small start-up firms to Fortune-500 companies such as: Fifth Third Bank, Washington Mutual, and RBC. The OPTIS Framework strategic planning portfolio of services is focused on improving their client's overall business performance by creating greater opportunities to measure and improve their effectiveness while developing a more robust approach to strategy development, aggressive growth initiative planning and implementation – all leading to the delivery of outstanding shareholder value. Mr. Foss is staying quite busy these days leading all facets of the company and as a keynote speaker, workshop and seminar presenter and speaking at other business-related events. His engaging speaking style draws in his audience and opens their eyes to many practical strategy design and implementation solutions that they can embrace and immediately execute in their own organizations.

Strategic Planning Thought Leadership Design

Mr. Foss publishes various articles on corporate planning and strategy, read by thousands of CEOs and executives worldwide.

Recent speaking engagement topics include:

Will This Strategy Make Me Look Fat?: The Strategic Dichotomy - Invest or Trim Costs?

Innovation-minded strategy falls to the wayside amidst the real and intense pressure executives face to deliver short-term bottom line results. As such, when the economy goes through a down cycle and sales slow, cost-cutting ensues and takes over as the prevailing strategy. Learn how to manage this strategic dichotomy in your own organization.

Trusting Our People to Execute: Developing a Culture of Leaders

Our entire executive team is usually very involved in the creation of the strategic plan, so they most likely "get it". Presumably, they are vested. But what about the levels below the leadership team? A critical factor in executing on our business strategy begins with creating organizational structures that empower informed employees with the latitude to make broader line-level decisions. Learn how.

Achieving the "Unachievable": Developing a Culture of Leaders

Learn how to create game-changing change-agents throughout your organization, transforming managers and employees into leaders and influence-centers.

Beware of Enterprise Myopia: How to keep a customer focus in your strategy

This presentation educates audiences about the symptoms of enterprise myopia, evaluates the damage that occurs over time if left unchecked, and reveals methods to correct the ailment and reverse the damage that has occurred.



How Your Organization Will Benefit by Having Philip R. Foss Speak At Your Next Event

Learn how to benefit your company from one of the foremost experts in the field of corporate strategic planning. Hear lessons from the trenches and be entertained why learning valuable information about how to:

- Understand how to execute a more effective strategic planning process
- Understand your organization's value proposition and leverage it fully
- Define your organization's competitive advantage
- Develop leaders and change-agents in your organization
- Identify hidden threats and bring those forward into the planning process to formulate contingency plans
- Learn how to identify, mitigate and plan for known risks
- Learn how to identify your organization's key outcomes and why they are important
- Learn goal prioritization techniques and how to support the underlying initiatives
- Refresh your plan with less pain
- Gain an understanding of your organization's culture and develop complementing strategy to ensure successful execution
- Focus on initiative execution to organizational capacity, with realistic stretch targets
- Define and evaluate real success
- Understand the fundamentals for enterprise adaptability
- Evaluate and set metrics
- Understand and implement planning governance
- Learn and implement successful techniques for planning meetings and session facilitation

About Philip R. Foss Chairman & CEO of OPTIS Group:

Mr. Foss is known for his creation of a proprietary OPTIS™ business model process used by the consulting company he founded, OPTIS Group, LLC. The process was developed for corporate strategy, operations, and growth initiative planning, and has proven to consistently deliver at least 140% ROI to organizations that follow its powerful formula. Unlike traditional corporate planning processes, Foss devised a process that links strategy and operations to enable corporations to create strategies and resulting operational plans that, when combined, are far more likely to succeed.



As the founder, Chairman and CEO of OPTIS Group, LLC. Philip R. Foss is responsible for running all facets of the business. Phil has a proven executive management track record with over 22 years of mortgage banking origination & management experience. Mr. Foss focuses on enterprise-level business model construction and deployment throughout the country's mid-size mortgage companies, leading the marketing and customer strategy practice, and directing sales within customer service go-to-market issues helping our client partners realize higher return-on-market and CRM investments.

Prior to founding OPTIS Group, LLC. Phil had been on both sides of mortgage banking origination and management with Banc One Mortgage & Washington Mutual Mortgage allowing for a comprehensive view and balanced approach to business development. Mr. Foss has been published in various industry specific periodicals as well as in the Denver Business Journal, Seattle Post Intelligencer, and the Kansas City Star, focusing on topics ranging from "Change Management", "Strategic Growth Management", "Sales Platform Training" and a four part "2008 Leadership Series". Phil holds a Masters of Business Administration from the University of Colorado at Denver and obtained his Bachelor of Science in Business Administration-Strategic Management Planning from the University of Washington, Seattle Washington.

OPTIS Group, LLC is headquartered in picturesque Colorado Springs Colorado at the foot of Pikes Peak, where Phil enjoys his two children, plays golf at high altitude, and participates as a volunteer member of the National Ski Patrol, Winter Park CO.