

See how others are transforming their businesses using Chairman's View

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Chairman's View in Action



Warren Williams and Bill Taggart have spent the last 13 years building their company, Contract Furniture Source, into a multi-million dollar enterprise. Their partnership has been a very successful one, but this year Williams and Taggart decided that just being successful was not enough.

"We wanted to create something that would outlive us. We wanted to create a legacy," Taggart said.

To achieve this goal, the pair felt they needed help from the outside. They wanted someone who could come in and give them an honest and critical evaluation of their company and then help them take the steps necessary for improvement. For them, the Chairman's View program was the obvious choice.

"Lots of people would hire industry experts; we didn't want industry experts, we wanted experts in strategy and WelchGroup consultants are experts in strategy," Williams explained.

"The program challenged us to think about aspects of the company we don't usually think of. We feel very attached to our people and it was important to us to give them options, and that's what Chairman's View allowed us to do," Taggart added.



Co-owners of Contract Furniture Source, Bill Taggart (left) and Warren Williams, say Chairman's View has revolutionized the way they see their business.

Both owners described the Owner's Report delivered in Phase I as eye-opening; it brought to light issues that William and Taggart, though deeply involved in their business, did not know existed.

In Phase II, WelchGroup helped Contract Furniture Source to prioritize and tackle the problems that were laid out in the Owner's Report.

"Phase II is great because we get to use our own capable people to execute the blueprint that our Chairman prepared," Williams said, adding that their Chairman, CEO Dragan Veljovic, is available for consultation whenever they need help.

The pair agree that WelchGroup's work has not just changed the way the company runs, but the way the owners think.

Taggart said, "It's different now when I come in every day. I see what I have to do. Before, we knew there were things we needed to do, but now we know what matters most, and how to get each thing done properly."

WelchGroup is the Canadian Headquarters for Chairman's View, a Boston-based firm dedicated to helping business owners build valuable businesses. By employing the Chairman'sView™ System our experienced Chairman Advisors will provide business owners with affordable, chairman-level advice, act as a sounding board and bring structure and accountability to your organization.

Visit our website to learn more about Chairman's View or click here to schedule your free one hour consultation about how you can create a sustainable and transferable business.

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