

# “Cash and Control—You Can Have Both”

## Programs for privately held companies seeking exponential growth

### Corporate growth specialist

Stefania Aulicino turns conventional wisdom on its head in a series of profound programs. You'll discover that:

- The entrepreneur—*not* financing—is really the scarce commodity.
- Entrepreneurs do *not* have to give up control of their firms in order to secure financing.
- It's harder to run a *small* business than it is to grow it into a *big* business.

### Learn how to create a business environment where . . .

- 5 and 10-year plans are accomplished in 2 to 3 years.
- Owners are not held hostage to capital—and keep control.
- Your business strategy—not your banker—determines which opportunities are captured.
- Owners overcome the (secret) fears that hold themselves back.
- Companies achieve profitable growth—faster and safer than others believe possible.

Join us on a journey you will not soon forget. A journey open only to those entrepreneurs willing to liberate their vision. For most, this is unattainable. But for Stefania Aulicino's clients, it's a reality.

### Clients

Stefania specializes in privately held companies. Clients include: Inc. 500 Conference, YPO, YEO, TEC, AmeriGlobe, China Online, The Industrial Council, FIBCA, Digipress, Effikal Int'l, Econometrics, Lifelast, Marine Power, Motivair, National Logistics, Rouse Polymetrics, Saftronics, Sensathphonics, Sunbelt Transformer, Trans Photonics

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### Do you want? . . .

*Exponentially higher profits*  
*Dramatically lower risks*  
*Enhanced shareholder wealth*

Join the members of YPO, YEO and the audiences of the Inc. 500 Conference who have already learned how to create higher return from the energy they're already investing.

Stefania speaks to privately held companies seeking exponential growth. She is uniquely qualified, having raised \$100+ million equity for clients.

### Programs

- **Cash and Control—You Can Have Both:** *An Unconventional Process for Finding Money for Growing Your Business* [Finance track]
- **Profitable Growth. Faster. Safer.** *Converting Growth Potential into Profitable Reality* [Growth track]
- **Vision-Driven Leadership:** *Harnessing Entrepreneurial Energy to Grow Your Company* [Leadership track]

All of these programs can be presented as keynotes, half-day seminars, full-day workshops, or two-day retreats. Stefania is an inspirational keynoter; her seminars are strictly bottom-line; her workshops are consultative; and attendees experience her retreats as transformational.

*“Powerful and practical presentations!*

*It's a rare speaker we invite back six consecutive years.”*

~ BRIAN MURPHY, CONFERENCE PLANNER, INC. MAGAZINE CONFERENCES

*“Stefania's process released the \$100 million company that was previously hidden in my \$10 million firm.”*

~ SCOTT JOHNSON, PRESIDENT, AUTOMATIONSOLUTIONS

**Stefania Aulicino, MBA**, is one of a handful of people qualified to catalyze those firms and CEOs who truly have a shot at becoming \$100 million businesses. As a serial entrepreneur and former Wall Street investment banker, she founded Capital Link USA in 1989, to help privately held companies design strategies to unlock their full growth and profit potential. When those strategies require financing, Stefania is expert at securing smart capital that preserves management control. She has raised \$125+ million equity for clients. She is the author of *Cash and Control—You Can Have Both*. Stefania created and directs the MYOB Program for CEOs, sponsored by her alma mater, the University of Chicago Graduate School of Business.

