



## CASE STUDY: LEADERSHIP IMPACT GROWTH

### SITUATION

Polished Casual Dining Company

Faced challenges due to the recession and broad weakness across the casual dining category.

Objective: Grow sales, number of successful restaurants, and profit.

### APPROACH

1. Conducted market research to understand consumer reactions to the brand and to identify how to differentiate the brand and experience.
2. Facilitated workshops with senior leadership to determine customer relevant strategies to drive growth.
3. Deployed enhanced approaches for teamwork, accountability, measuring progress, and recognizing success.
4. Provided leadership coaching to strengthen skills needed to drive successful growth.
5. Enhanced communications focus and delivery to reach throughout the organization and to optimize key company meetings

### BUSINESS IMPACT

Revenue nearly doubled and profit more than doubled. The company is now poised organizationally for continued growth as a business and brand.

“At Granite City, we nearly doubled in size with significantly higher profit growth. In achieving that success, Solution Partners helped us grow with a disciplined process of insights, enhanced teamwork, leadership growth, strategic planning/focusing, and communications. Larry Chandler and Julie Chandler have been committed partners working with us to help drive our polished casual restaurant growth and brand.”

Rob Doran  
CEO

Granite City Food & Brewery

To learn more about Solution Partners, please visit our web site at [www.solutionpartners.com](http://www.solutionpartners.com) or contact us:

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