

A Culture of Success is the Path to Greatness for Small Companies

Small Biz Thoughts Technology Events announced that Manuel Palachuk – author and business coach – will be a featured speaker at the first major Online Conference for Small Business IT Consultants, Managing for Success 2012 in June, hosted by Small Biz Thoughts. Palachuk's will speak on Cultivating a Successful Culture for Employees and Clients.

Sacramento, CA, June 21, 2012 – Small Biz Thoughts Technology Events announced that Manuel Palachuk – author and business coach – will be a featured speaker at the first major Online Conference for Small Business IT Consultants, Managing for Success 2012 in June, hosted by Small Biz Thoughts. Palachuk's will speak on Cultivating a Successful Culture for Employees and Clients.

Managing for Success 2012 will be held "online" June 26-28, 2012 and features eighteen hours of training for IT professionals, computer consultants, and managed service providers who focus on the Small and Medium Business market.

Palachuk is the principal at Conceptual Age Consulting of Boca Raton, FL. He is the author of *The Network Migration Workbook* with his brother Karl, and the author of the upcoming book *Getting to the Next Level: A Blueprint For Taking Your Managed Service Business To The Top*.

Conceptual Age Consulting provides management services and coaching for small and medium-size IT companies. Palachuk is the former President of KPEnterprises Business Consulting, Inc. of Sacramento, CA and former COO for Network Technology Solutions (NTS) in Pompano Beach, FL.



"Most businesses don't spend a lot of time creating a culture of success," said Palachuk. "Greatness never just happens. You have to build it intentionally over time. We'll talk about how technology businesses can create a culture of success in everything they do." Palachuk's blog is at <http://conceptualageconsulting.net/blog/>.

Other conference speakers include Ken Thoreson and Jeannine Edwards. Thoreson is a well-known sales management consultant, recently named as one of the Top 50 Sales and Marketing Influencers of the Year for 2012 by Top Sales World. See www.topsalesworld.com/topInfluencers.php for more information. Thoreson is the president of Acumen Management Group. For more information, visit www.YourSalesManagementGuru.com.

Edwards is the Director of ConnectWise and LabTech Communities and will be speaking on how small IT companies can dramatically increase their cloud services revenue. Edwards has more than twelve years of diversified Business-to-Business development experience in the technology industry. She has become a well-known figure in the IT Solution Provider channel.

The conference is "virtual" (online only) and will run 9:00 AM to 4:00 PM each day on June 26-28, 2012. Attendees can choose to listen live or also have access to the recorded sessions. In all, the conference will broadcast eighteen hours of programming in three days. Primary

sponsors of the SMB Online Conference include Autotask Corporation, the world's leading hosted IT business management software to streamline and optimize business processes for technology solution providers.

To learn more about Managing for Success 2012, visit www.smbonlineconference.com.

About Conceptual Age Consulting

Conceptual Age Consulting provides coaching and consulting to organizations, teams or individuals with only one goal in mind: to take your service-based business to the next level, and they have the blueprint to do it! They primarily work with IT Consultants, MSP's, VAR's and other Technology Service Providers. For more information, visit <http://www.conceptualageconsulting.net/>.

About Autotask

Autotask Corporation provides the world's leading hosted IT business management software to streamline and optimize business processes for technology solution providers. Autotask is accessible from virtually any computing or mobile device connected to the Internet and features a world-class API that seamlessly integrates with the other systems and tools that providers rely on to run their businesses. For more information on Autotask Corporation, visit www.autotask.com.

About Small Biz Thoughts

Small Biz Thoughts is the training and content division of Great Little Book Publishing Co., Inc. Their programs are geared specifically for the Managed Service Provider and SMB Consultant communities. Their focus on future trends has helped them to build a reputation as a trusted advisor to fans and friends around the world. For more information, visit www.smallbizthoughts.com.

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