

**Case Study:**  
**– Skyline Art Services –**  
**A Remarkable 24 Month Transformation to**  
**#2245 on the INC. 5000**

In Houston, Texas the 4th largest city in the U.S. a small but powerful company has emerged. Skyline Art Services has appeared as a 'first mover' in transforming the way hospitals and offices transform into inspiring environments to engage with medical employees and promote a healing environment for patients. Under the leadership of President Charles White, the company's strategic approach, incorporating Promise-Based Management and the Accountability Scorecard® provided by Faster Growth Strategies / INC. 5000 Growth, also in Houston, propelled them from serious financial challenges to achieving an impressive #2245 ranking on the INC. 5000 list within just two years (minimum INC. 5000 requirement).

**Business Overview:**

Skyline Art Services specializes in designing and installing "Interior Experiences". Led by President Charles White, the company has steadily gained recognition and a reputation for its innovative approach and its commitment to redefining the meaning of corporate and healthcare aesthetics.

**The Challenge:**

Despite its growing reputation, Skyline Art Services faced financial constraints that called for a new strategic approach. The company's leadership recognized the need to harness its existing momentum and steer it toward sustainable growth and profitability.

**Solution:** Faster Growth Strategies / INC. 5000 Growth, using its specialization in strategic design, Promise-Based Management, and the Accountability Scorecard®

**Promise-Based Management:** Led by Faster Growth Strategies / INC. 5000 Growth, Skyline Art Services implemented Promise-Based Management, a methodology rooted in accountability and shared commitment. This approach developed a culture where each member of the organization took ownership of the company's vision and strategic objectives.

**Accountability Scorecard:** Faster Growth Strategies / INC. 5000 Growth then introduced the Accountability Scorecard® to provide the team with a tool to measure and track weekly and monthly progress. This transparent approach enabled clear communication, driving alignment, and fostering a culture of accountability throughout the organization.

**Results:**

Financial Turnaround: Through the strategic integration of Promise-Based Management and the Accountability Scorecard®, Skyline Art Services achieved a remarkable financial turnaround. In a span of just two years (the minimum reporting period all);ed by INC. 5000), the company transformed from facing financial challenges (a generous way of putting it) to realizing a profit of over \$12 million. An overall 17,392% increase in revenue growth.

This recognition highlights their rapid growth and status as one of the fastest-growing private companies in the United States.

**Employee Engagement:** The transformation went beyond financial success, fostering a culture of engagement and shared ownership among employees. By aligning the team with a collective vision and providing them with the tools for strategic execution, Skyline Art Services achieved higher levels of motivation and commitment.

**Conclusion:**

Skyline Art Services' journey from a serious financial challenge to the INC. 5000 list is a testament to the power of perspective, the power of their word, strategic alignment, and shared commitment. The entire team, coupled with Promise-Based Management and the Accountability Scorecard®, not only drove financial growth but also cultivated a culture of accountability, innovation, and relatedness.

This case study underscores the transformative potential that emerges when organizations focus on strategic execution and empower their teams to contribute to a very seriously ambitious shared vision. One that at first seemed impossible to them. Skyline Art Services' success serves as a compelling example of how a uniquely innovative approach to strategy and strategy execution can lead to remarkable outcomes in a short span of time.

**Skyline is a life's lesson in what the power of perspective and accountability can do for the growth of any organization committed enough** to take on the supreme challenges of seeing what's possible not based on their past results but on a new perspective of what is possible when you change the conversation that is running the company - a conversation hidden in the background where no one on the team can

see it and bring to the fore to be transformed. That is until it's revealed. And then anything is possible, as Skyline proved to be true.

**Aristotle said, "Ultimate Power is saying how it's going to be and then having it be that way."**

**About Skyline Art Services:**

Skyline Art Services, based in Houston, specializes in transforming interior spaces in hospitals and offices to create inspiring environments that foster relationships, connectivity, and beauty. Under the leadership of President Charles White, the company has achieved remarkable growth and recognition, culminating in an impressive #2245 ranking - their first attempt at qualifying for a position on the INC. 5000 list.

If you'd like to know the background on how we were able to generate these results, please schedule a call at <https://calendly.com/dprosser/30min>

**Dan Prosser, CEO, Entrepreneur, and Best-Selling Author.** I work principally with entrepreneurs and with CEOs and their sales teams to generate INC. 5000-level revenue growth in 12 months, **guaranteed**.