



You Have Questions?

- How can I increase Sales?
- How can I get financing?
- How do I improve profits?
- How can I improve my cash flow?
- How can I develop a meaningful strategy?
- How can I reduce my operational costs?
- How can I hire and retain better people?
- How can I get my business to the next level?



Implementation Leadership

Leadership, Hands-On, Implementation, Making It Happen Right Now.



Advisory Services

Navigate Change, Succession, Financing, Risk, Selling, Buying.



Expert Advice

Financial Planning, Ownership, Human Resources, Options.

Action - Arrange An Introductory Meeting

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Why Engage External Resources

Once they have received a professional services proposal of support to resolve an issue or problem, organizations often delay action or take no action at all; even though the decision maker is in agreement with the facts and the proposal of assistance. Here we have addressed some of the primary barriers to engagement by providing answers to some common questions;

1. Why are we bringing in consultants?

We are not consultants. Our focus is on doing - not making recommendations and writing reports.

2. Why can't we do this ourselves?

Maybe you can, but you haven't yet! Your team will do the best they can to address the issue, as and when they have the time - we will work at the issue until it is fixed to your satisfaction and in the required time.

3. Are we failing if we engage external help?

No, you have simply identified an issue or problem that a seasoned professional can provide an external and objective perspective on solving – quickly. This allows you to continue to do what you do best, while we focus on solving your problem.

4. What if my staff are not happy with outsiders coming in?

They need to understand we are there to work with them in a supportive manner to bring about a specific outcome that will make them more successful. We are not there to judge, write reports or leave them with more things to do. Nor are we intent on 'taking up residence' with our clients.

5. What if we don't want others to know about our internal issues?

All organizations have issues. Winning organizations recognize them as opportunities and act on them. For our part, we do not delight in our client's issues, nor (legally) may we share them with others. We put a binding confidentiality agreement in place prior to proceeding with any engagement.

6. What about the cost of your proposed services?

We ensure that there is value for your company from the work we do that is substantially more than the cost of our fees.

Delivering Smart Results