

A few specific areas where we have helped owners:

- Developing performance linked programs for employee reward systems
- Crafting marketing programs that enable the business to structure, implement and measure marketing efforts that will increase market share
- Organization structure analysis and design to align the efforts of specific functions with the owners vision for the organization
- Chart of accounts structuring to transform the book keeping system into valuable management tool rather than an annual report for the bankers or tax authorities
- Design and implementation of “dashboards” or scorecards to enable management to quickly take the pulse of the business and empower them to take early corrective action
- Help the owner design a crystal clear vision for themselves and their business and taking that vision and designing strategies and steps to attain that vision
- Finding out what the owner actually wants from the business – goal crystallization and assistance with developing a powerful focus on attaining these goals and vision
- Help the owner create balance in their business day between pure technician and teaching them the benefits of improved leadership and management skills
- Highlight areas of the business where profits are leaking away – this is one of the greatest opportunities for profit improvement – find the leaking faucets
- Guidance on basic tax saving strategies and access to highly qualified tax specialists to assist with structured tax plans – very often involves working with your trusted professionals
- Show owners how to improve their business value over time
- Work with owners who require a business succession plan
- Develop job descriptions or as we like to call them Position Agreements that enable the owner and employees to clearly understand everyone’s areas of accountability
- Guidance for your accounting and operational staff on systems improvement
- Show the owner the importance of regular management and staff meetings and the amazing results when communication is open and transparent between all parties