

Accountability Partner Services

Our engagement process for these services can be initiative specific or based on a monthly retainer with success fees based on results

Business Planning

- One page business plans suitable for sharing with employees, vendors and stake-holders describing the company's Mission, Vision, Objectives and Strategies
- Financial business plans incorporating Revenue Projections, P&L, Cash Flow and Balance Sheet as requested. Various "What if" scenarios are created for discussion in finalizing go forward plan.
- Investor Business Plans for seeking capital or presentation to acquirer candidates
- Financial Dashboard of Critical Success Factor metrics for measurement against results & forecast

Business Management and Sales Staffing

- Sales Operation Guides
- Confidential or critical initiatives requiring specific skill sets and focus
- Ramp-up scenario where full-time staff isn't justified or interim support due to LOA or FMLA
- Outsource Sales Management
- Manufacturer (or Channel) Rep Business Development

Acquisitions/Exit Planning

- Executing a "Growth through Acquisition" strategy; acquisition planning and due diligence
- Acquisition integration into core company
- Exit Planning for closely-held corporations

Peer Review Member Organizations (National Technology Groups and Local Diverse Groups)

- Financial Benchmarking
- Best Practices
- Business Plan Board Presentations

Professional Services Development

- Creation of Consulting Services on the front-end of typical sales transaction to create early credibility, revenue and value. These services replace the "free" analysis many firms are "forced" to provide by the customer, the industry....and their sales force.
- Best Practices around Statement of Work creation and Managing the Change Order Process both of which client's value and which add significant profit to the company.
- Sales Training on the Positioning and Client Value of Consulting Services and SOW Process
- Analysis of current offerings for extending services and solutions (Profit from the Core).

Sales Planning

- Sales Strategy Sessions that are rep or account specific
- Detailed organizational sales planning (with ramp or seasonality adjustments) for new product line, geographic expansion and sales force expansion
- Sales Operational Guides as well as subset engagements (see "Previous Engagements" on our website for an example)

Organizational Development

- Annual "Hygiene" Assessment of the Organization – it's your once a year business check-up
- Analysis of Organizational Chart and Development of Future Scenario's
- Leadership Assessment, Development and Coaching; Succession Planning
- Performance Management and Employee Development Planning

Executive Coaching

- We are business coaches, not therapists. We are previous F500 executives and private business owners who know the challenges, pressures and political environments you encounter in succeeding everyday. We provide face-to-face coaching as well as the option of phone coaching, to maximize time and value.
 - Of people who set a goal, 75% fail to achieve it
 - Of people who set a goal that includes a timeframe and a plan 50% achieve it; 50% don't
 - By creating a plan and committing to a specific accountability appointment with an outside advisor **95% achieve their goal.**