



Management Consulting Services

Strategic Planning

Be proactive not reactive. Take the time and start with a strategy for success. We will discuss the many ways in which to position and improve your company and map out a strategy for growth. When you take the time to set forth a strategic plan at the outset of each and every year, you can hold yourself more accountable, stick to the tasks at hand and measure your results. Don't you deserve the time to plan and strategize?

Financial Management

Have you looked at your financials lately? Are you frustrated with not knowing what the numbers really mean? We will help you understand your financial situation by digging deep into the P & L. We can make recommendations for restructuring your P & L, expanding or adjusting your chart of accounts to give you the best and most accurate interpretation of what your numbers are telling you about the income and expense of your business. We'll also help you get a grip on your payables and receivables. We know the industry benchmarks, but we want you to know how you are making or losing money and how you can operate more efficiently and bring more to the bottom line.

Sales & Leadership Training

Your sales team is critical to the growth and success of your business. They are your liaison to customer satisfaction, and represent your style and convey your vision. They can be the nicest, friendliest and most capable people in the world, but without the proper sales tools they will not be as productive as possible. We will help you implement proven methods to help increase sales by structuring the communication between sales reps, customers, venues, sub-vendors and the back of the house. We will help motivate your sales & management team to fine-tune their leadership skills.

Human Resources

Most small businesses do not have access to the tools of Corporate America. Most of the time this seems like a perfectly acceptable and as some would say, preferred mode of operation. However, when it comes to Human Resources, wouldn't it be nice to have templates and guidance for written documents like non-compete and confidentiality agreements, job offers, benefits packages, performance evaluations and the like? We've got them and we can advise you. We can even function as your outsourced HR department. We can shop your insurance, place your help wanted ads, screen your candidates and even deliver the occasional bad news. We're not emotionally involved.



Communication

One of the things we've noticed about small business is how many wonderful companies are so challenged when it comes to maintaining an open and honest communication among management or management and staff, or staff and staff. We have witnessed passive aggressive behavior, demeaning leadership and less than stellar resolution of conflict. It doesn't have to be this way. We are experts in group dynamics, conflict resolution and facilitation, and we have had great success in encouraging a better communication in the workplace. We set the standard by listening carefully, articulating key points of interest or contention, and speaking directly to resolution. We're not emotionally involved.

IT & Software Integration

If you don't jump on the train, you'll be left standing at the station. Don't worry we'll help you jump on. We've got resources in IT and experience with most of the major industry software programs as well as some proprietary stuff that might help you. We know about "cloud computing" and we think that web based solutions can be a great step for small business. You can count on us to help you integrate the new into the old.