

# Pick and request a case study

*What are the problems, issues, opportunities and challenges that ruin your day, or keep you awake at night? Here are some of the projects we have carried out for our clients. Please email or call for the case study .... if we have sparked your interest.*

## Our 'A - Z' case study list

1. Case study development
2. Client services lifecycle – diagnostic reviews
3. Co-operations with other consultants
4. Competency in consultative problem-solving selling
5. Consultancy business operations training
6. Consulting skills training (for internal consultants)
7. Culture & Values
8. Direct mail campaign for professional services
9. Effective selling process
10. How do clients choose consultants?
11. IT support for efficient and effective internal processes
12. Key ratios
13. Marketing – the top techniques
14. Methodology development
15. Practice economics & leverage model
16. Preparing to IPO
17. Project citations / Case studies
18. Proposal formats & approaches
19. Providing software as part of a consultancy project
20. Quality assurance of new website development
21. Ready to implement IT strategy
22. Rejuvenating the brand
23. Sales motivation
24. Service offer development and delivery
25. Setting business direction – sell, licence, or franchise?
26. Shape and resource the new firm (following M&A)
27. Spotting IT consulting referrals
28. Sub-contractor (consultant) reward regimes.



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