

Pragmatic help for your consulting and advisory business

Lift profitability through improvements right across your client services lifecycle

Where is the pain, and the gain?

A review of your client services lifecycle, with an emphasis on marketing, selling, doing (delivery) and business-building to:

- establish issues
- identify opportunities for enhancement
- design improvements
- develop an action plan to resolve the issues, realise the opportunities and implement improvements.

Using a proven approach, that is reactive to your issues and problems, and proactive with the opportunities and possibilities that only our experience and insight can identify.

Implement, monitor and mentor

On-going assistance to:

- provide further practical advice and guidance on implementing each of the improvements
- monitor and mentor the implementation.

Benefits

Our approach has been used to increase profits, improve revenues, raise proposal conversion rates, increase on-time and on-budget projects, reduce troublesome projects, increase numbers of follow-on projects, achieve higher client retention levels, and enhance knowledge capture.

We help sole practitioners, boutique consultants and large firms to build sustainable and profitable consulting and professional advisory businesses.

Work programme

- *Diagnostic review*: 1 day, on-site or remote
- *On-going assistance*: 3 hours per month, for a minimum of 3 months.

Capitalise on our extensive experience with consultants and professional advisors by engaging our **Pragmatic help for your consulting and advisory business**. Just call John Groarke on **0419 253 684** to discuss.



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