

The Business
Success Consultant 

Leading good businesses to great profit

'Transformation' Service Provision



Clive Margetts

Core Focus Period

Discovery Call

This is our first meeting (virtually) that will enable both of us to get to know each other and, assuming we get along, it will help me determine if we are a good fit for each other.

Launch Pack

A fact find that will be sent to you electronically in order to establish some basic but critical business information prior to our site visit. We cannot proceed with any site visit until this is completed, and it must be returned at least 10 days prior to any scheduled Convergence Day (so that the details can be properly reviewed).

Convergence Day (Site Visit)

An exciting first face to face encounter in which we visit your main site and get to really understand the business, people and numbers involved. Typically, around one month after the Discovery Call.

Healthcheck Assessment

The process we undertake internally to review all the information gained to date and assess the level of work required. We may seek additional clarity in certain respects in order to crystalise our thoughts.

Value Definition Day (Site Visit)

Meeting again at your site we shall set out certain key areas of required focus to the primary decision maker(s), and together with the Leadership Team we shall seek to define what will set your business apart from the competition.

Accountability Check-In

It's important that action is taken in respect of the commitments made. In this regard we are your accountability partner, and so we shall be checking in to make sure everything remains on track.

Strategy Definition Day (Site Visit)

Strategy is required for all facets of the business. Together shall make a start on defining the most pressing areas and determining crucial actions to improve the business focus and performance.

Real World Evaluation Process

Sometimes necessary change(s) can create internal friction, can take longer to achieve due to previous unknowns (only identified once change is afoot) or even require re-evaluation. This virtually supported 'Check-In' process is aimed at us coming together to overcome any such challenges.

The Day Of Reckoning (Site Visit)

At this point we evaluate how far we have come together, recognise the achievements and draw together all that we have developed and seek to develop a 'Blueprint' that delivers future success.

Rhythmic Leverage

Monthly Game Planning

A Virtual/remote session lasting no more than two hours with the lead Decision Maker and any appropriate 'key' personnel, in which progress across various business aspects are assessed, areas of development identified and new monthly targets/deliverables for the business are set.

Quarterly Accelerator Days (Site Visit)

On the month that these visits fall this 'in-person' session will replace the 'Monthly Game Planning' as these sessions are a deeper dive that will seek to drive improved business performance quicker. These structured and focussed days with the key decision makers and leadership team should accelerate improvement and propel the company to achieve new heights in overall performance and future profitability.

Quarterly Board Meeting Attendance

I will attend your Board Meeting acting as an adviser where appropriate, almost in a Non-Executive Director capacity.

Typical input comes in the form of Business Strategy, Financial/Operational Management plus Corporate Governance.

Annual Corporate Blueprint Assessment Day

Together the business owner(s) and I shall assess the business performance a year on from our previous 'Day of Reckoning' (see above), assessing the improvement in Key Performance areas.

It's an opportunity to evaluate what went well, what could have gone better and what was not so good.

Finally, we will re-assess the 10-year Vision, 3-year goal and next 12 month plan of action.

Annual Operational Leadership Day

Following the Corporate Blueprint Assessment Day it is time to communicate the performance evaluation to the wider Leadership Team and share with them the adjusted or reinforced Vision, Goal and Plan.

Gain their support and establish any challenges they perceive.

Together we will seek to overcome any obstacles and support the Leadership in conveying a consistent message and motivation to the wider Team.

Operational Leadership Team Support (Annual Drawdown Facility)

Your Leadership Team will face daily challenges that they must overcome and, if you have the right leaders/managers, they will.

However, sometimes we all need help and guidance if we are to prevent a bottleneck. This is where your Team responsible for making sure the bigger picture is achieved can benefit greatly from high level support and/or mentorship.

I will provide up to 8 hours of such support per annum.

Executive Emergency Support (Annual Drawdown Facility)

Sometimes disaster strikes. Having had a business that suffered a catastrophic event that nearly terminally ended an eleven-year project, I know.

My aim is to ensure you never face anything like this alone. I know how much I would have appreciated some appropriate support at various times over the past twenty years in business. You will be able to drawdown 10 hours of my personal time in any given year, should you need.

Like insurance, it is peace of mind.

Access To Personal Contacts

I have gained so many valuable contacts over the years. My network spreads far and wide and you will benefit from these where appropriate.