

Clarity = Results

Pragmatic tools and techniques ready to go

Qualified One to One Services for NZTE Capability Vouchers

gmc

Growth Management Consulting LTD

GETTING YOUR BUSINESS FLYING IS HARD WORK...

ARE YOU WORKING ON THE RIGHT STUFF?

GMC – Has the talent of taking complex businesses and helping them find clarity in their business strategy, messages and execution - enabling powerful results. Give your business the gift of clarity to better engage staff, customers and investors.



Business Plan & Strategy Review

GMC NZTE Service Ten: “Business Planning for Growth”

This dedicated one to one training programme, focused around your specific needs, gives you the tools to gain clarity in your business. You will leave this programme with a plan that YOU have developed, focused around YOUR specific needs.

Businesses are either chasing growth (creating the beast) or attempting to control growth (controlling the beast); in either situation clarity and simplicity of your business plan will make your life easier and deliver results.

For great businesses it's not a case of what to do, it's more a case of WHAT NOT TO DO. The biggest barriers to creating a simple executable growth strategy are that business owners are simply too close to the action and are not using the best-fit tools.

*Business planning does not need to be a chore, or be about writing novels that sit on shelves and never get used. This **dedicated one on one programme** will not only give you techniques to create a short and concise business plan, but coach you in how to communicate and engage your stakeholders so they will become a reality.*

Investment – Delivery Format:



Tools and techniques covered are tailored to your specific needs:

- Selecting a plan style appropriate to your business needs
- Analysing your Value Proposition & Business Model
- Use of diagrams and pictures to better communicate plans
- Business Model Canvas
- Balanced Score Card
- Engaging staff
- The BIVISION business analysis & brain storm tool
- Communicating your plan to stakeholders including: boards, staff, customers and investors

Working session(s) putting tools and techniques into practice

Presentation and critique of your business plan and presentation delivery

- Stage one (\$3000 + GST):
 - Initial review of your requirements
 - Two days training - workshops session at your business
- Stage two (\$1500 + GST per day)
 - Detailed critique and expansion of stage one including coaching on delivery depending on your specific training needs
 - Follow on coaching (\$200 per Hr min fee \$500)

This GMC One to One Programme has qualified for the **NZTE Capability Development Voucher Scheme**. GMC will verify your voucher with the issuing Regional Partner before confirming your booking.

Contact mark@GrowthManagement.co.nz for more information
www.growthmanagement.co.nz

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What they say about GMC Workshops...

"Mark has a great talent of simplifying the complex. After months of going in circles, we couldn't put our finger on what was missing to simplify our business, one day with Mark and he nailed it" - Jamie O'Donnell youpick.co.nz

"It's a harsh reality check that's brutal, but uplifting and utterly necessary. Mark runs you through it with passion and insight. Highly recommended." Ollie Langridge – Netfilms Ltd

"This will make me get out of my comfort zone and put my "dream" into action"– CEO Traverse Developments

"Mark is one of the best business trainers I have come across, his pragmatic approach and passionate style gets results – our readers love him. They go away inspired and armed with new ways to improve their business" Julie Gill – ex GM Business Media Fairfax, Unlimited Magazine

Time poor and want to improve your business performance?

If you want to cut to the chase and implement some new techniques that will improve your business performance, then you will get instant reward from investing in this programme. The GMC training approach is one of pragmatism, useful tips and giving business owners the tools to get on with growing businesses.

Hear from facilitators that have hands on experience in growing businesses, no long case studies or theories– just tools and tips that you can begin implementing in your business.

Presenter: Mark Robotham: www.growthmanagement.co.nz



Mark Robotham has built a reputation as an inspirational public speaker – facilitator, sharing his pragmatic approach to leading businesses to success.

After a successful career in high growth technology companies, he has spent the past 6 years inspiring and guiding NZ's emerging businesses as well as helping them raise capital.

His services include: business planning, advisory boards, pitch coaching, facilitating, public speaking and business training. Originally trained as an electronics design engineer, he spent the later part of his corporate career in international marketing working both in NZ and in Silicon Valley.

Mark's blog: www.succinct.co.nz



Growth Management Consulting (GMC) accelerates the growth and failure of NZ companies by removing clutter and simplifying business growth. GMC helps companies with pitch development-delivery, business planning and advisory services. The founder Mark Robotham is a professional speaker-facilitator whose native tongue is pragmatism, pace and execution.

Web: www.growthmanagement.co.nz **Blog:** www.succinct.co.nz

Twitter: [@mrobotham](https://twitter.com/mrobotham)