

The “Nuts and Bolts” of Business Building

Here is a list of the types of value building activities I work with my clients to complete. Usually we discuss whether they want me to complete these tasks for them or we work on them together allowing them to gain new knowledge and to increase their business skills:

- Work with entrepreneurs and start up business owners to define the business case including the market offering, positioning and financial considerations
- Develop action plans for start-up from inception to business as usual.
- Provide business support and mentoring for during the inception and go live phase
- Develop and implement financial management visibility processes for start-ups
- Conduct an initial review of business operations and provide continuous improvement recommendations
- Lead a meaningful discussion to craft a longer-term goal for the business owners,
- Develop actionable plans, usually based on a rolling 100-day cycle, to achieve the long-term goal,
- Develop and implement organizational improvement resources including organizational structures, position descriptions for staff members and work instructions that maximize to resource utilisation.
- Facilitate agreement and cooperation between business partners and senior management teams
- Conduct whole-of-organisation business diagnostic assessments and present findings and recommendations to improve bottom line performance and increase the value of the business.
- Operational process reviews and make improvement recommendations
- Develop financial reporting processes for management
- Project manage facility upgrades and relocations
- Develop and implement succession plans and business sale preparations

This is not an exhaustive list of what I do but rather is indicative of the typical engagements I have with my clients. However, sometimes we have to work together to develop a new and unique approach to the challenges at hand. Regardless of the tools, techniques and process that I use, I never lose sight of the fact that we are working together to create a more valuable business.

I offer all potential clients a one hour no cost, no obligation discussion to talk through my approach and how I may be able to add value and explore options of how we might form a positive working relationship. To arrange a conversation please email support@colinparoz.com.



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