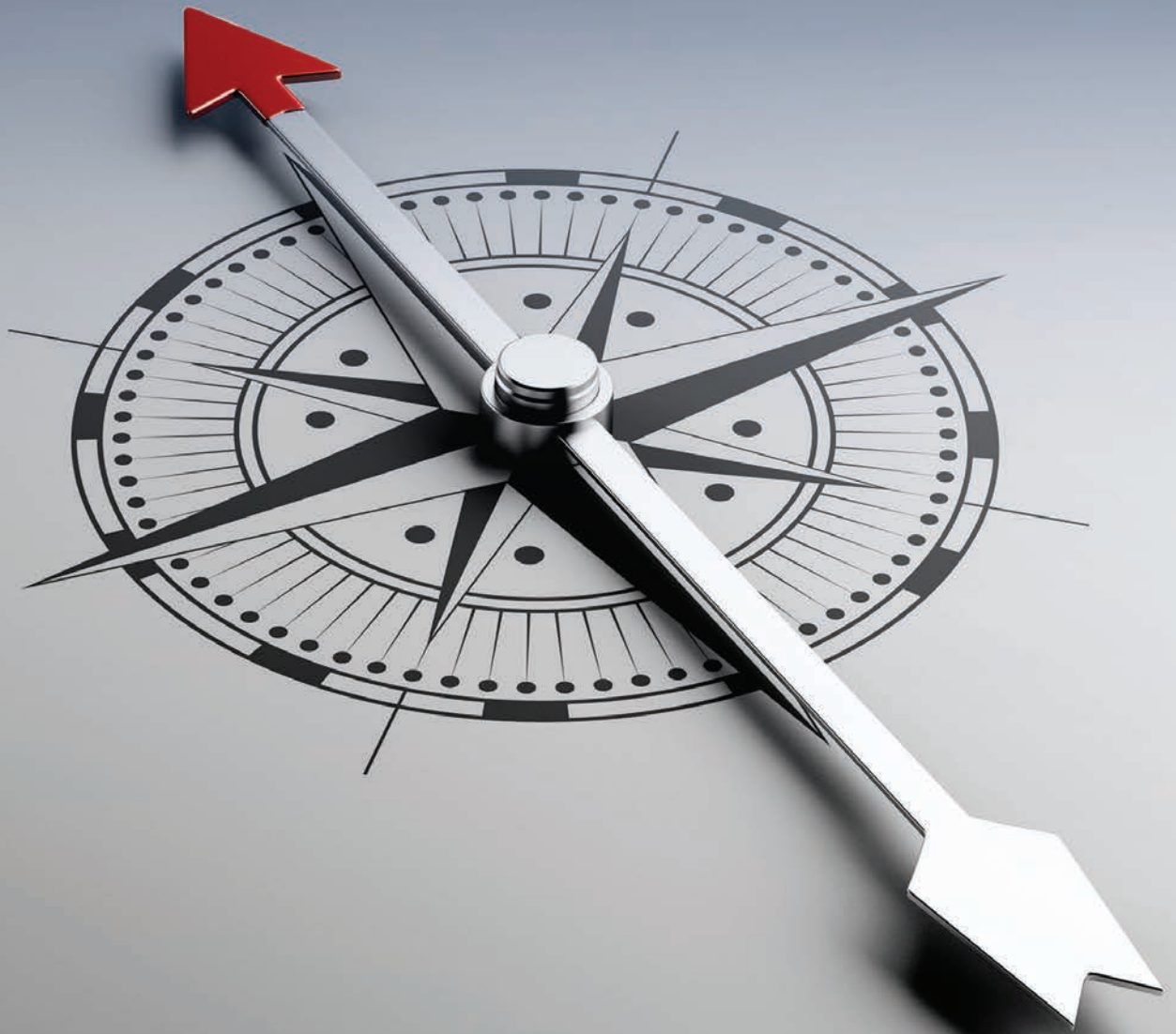


**BUSINESS  
VISION**

**EMPOWERING YOU  
TO PROFITABLY GROW  
YOUR BUSINESS.**



# Are you frustrated that you are working hard and yet your business isn't delivering the desired return on investment?

## The key reasons that can stop a business achieving its potential are:

- No overall vision and goals for the business
- Inadequate knowledge regarding business growth strategies
- Absence of the right culture
- Unsure of the financial position of the business
- The wrong people working in the business
- Lack of focus and accountability
- No one to provide objective advice



*"Business Vision has been an indispensable consultant to our business for 7 years. Over this time our main business has grown from a 5-employee business with \$2m in turnover to a 20+ employee business with \$15m turnover. We have also started 2 more companies which they have been an instrumental part of."*

**MATT RANIERI** Narellan Pools, Northern Beaches, Sydney

## Business Vision can help your business grow and prosper.

Business Vision was established by James King and he has worked with over 100 clients across all industry sectors, helping them grow their businesses and achieve the desired return on investment. This has been achieved through the implementation of tried and tested business growth strategies, supported by mentoring, coaching and accountability.

For over 17 years, James has utilised his business skills to coach business owners in areas such as: **general management, change management, marketing, financial management, team building and leadership.**

Having previously set up, grown and sold his own marketing company his coaching is based on real life business experiences. His knowledge is further enhanced by having:

- A postgraduate degree in business administration
- A diploma in change management
- Held senior positions in multinational companies



## Business Vision coaching delivers results.



*"James was able to identify our strengths and weaknesses and help develop a business plan tailored specifically to our needs, which led to us being acquired by the largest independent medical technology company in Australia. Thanks James!"*

**FRAN REID** Managing Director, Reid Healthcare

We provide specifically designed coaching programs that focus on the needs of the business owner in both the short and long term. It is this approach that delivers real business growth and can ultimately lead to the profitable sale of the business. We work with owners in such areas as:

- Keeping them and their team focused, by establishing a long-term vision for the business
- Establishing budgets and forecasts to ensure the desired return on investment is achieved
- Building a winning team by creating the right business culture
- Ensuring their business works efficiently by evaluating and enhancing their processes
- Helping them develop and implement effective marketing and communication plans
- Developing award winning customer service, that keeps customers coming back
- Assessing new business opportunities that keep them ahead of their competition
- Helping them manage their time so they work on the business and have a work/life balance
- Enabling and empowering them to become true business leaders
- Ensuring there is an exit plan in place, so they can successfully sell their business

## We offer three distinct business coaching programs.

Though a combination of a face to face consultation and a specially designed questionnaire, we get to understand and clarify the business owner's goals. We then recommend the appropriate coaching program that will deliver the right level of accountability, advice, and support that their business requires.

**The Business Focus Program** is ideal for businesses where the owner has time to work on the business. The business is growing, and they want to ensure that the foundations are in place and that the right team is being developed in order to maintain that growth. With this program, the key team members are involved in the actual coaching.

- Four 90 minutes coaching consultations each month with the business owner and their key management team to discuss: the business growth progress, assess opportunities, review projects, provide solutions for any business issues, set goals, and prioritise actions
- Unlimited phone support to provide advice over and above the coaching consultation
- A quarterly strategic planning meeting to review what has been achieved and what needs to be addressed in the next 90 days to continue to build the business

**The Business Development Program** is ideal for businesses that are still very much dependant on the owner but who are looking to grow to the next level and build a winning team.

- Two 60 minutes coaching consultations each month to discuss: the business growth, review projects, opportunities for growth, any issues, set goals and prioritise activities
- Unlimited phone support to provide advice over and above the coaching consultation
- A quarterly strategic planning meeting to review what has been achieved and what needs to be addressed in the next 90 days to continue to build the business

**The Business Check In Program** is ideal for businesses who already have the right foundations and team in place but need monthly benchmarking to ensure they are on track to achieve their long-term goals and vision.

- One 90 minute coaching session each month to discuss: business growth progress, review budgets and forecasts, review projects, look at opportunities for growth, any issues and prioritise activities
- Fortnightly 15 minute phone/zoom check-in

## Getting started on the road to growth.

**PROGRESSIVE  
STRATA  
SERVICES**  
PTY LTD

*"James is very practical, which I appreciate. I have worked with him for over 8 years and I can't believe the difference he has made. I understand my financials, know when I can put on more employees, have a full marketing plan etc. He has made me focus on what I need to do to achieve my personal goals as well as my five-year business goals."*

**KARINA HEINZ** Owner, Progressive Strata Services

To ensure that your business is on track to deliver the desired growth, we offer a **free** face to face one hour business assessment to explore the areas that need to be addressed, in order for it to fulfil its potential.

By completing the short questionnaire, it means that we will have a better understanding of your business when we meet. We will contact you to arrange a time for your business assessment.

**COMPLETE THE SHORT QUESTIONNAIRE.**

**AGENT6**

*"Setting goals and being made accountable to them week in, week out, has revolutionised my business. Before I met James, I wasn't progressing and I didn't know where to start. Now I'm seeing the business I've always wanted come to life. Being accountable to my long term vision has changed everything."*

**MARC ENNERS** Director, Agent 6 Marketing

**We look forward to working with you to empower you to grow your business and realise your business dream.**