

iSuccess SME Business Growth programme

In our experience working with high growth companies, most SMEs need help with both knowing the 'what' and doing the 'how'.

The *iSuccess SME Business Growth programme* is suited to small and medium sized enterprises, where we work with business owners/ managers at individual, team and organisation levels to improve planning, people and processes.

It's flexible, tailored and practical and has proved a popular way to take advantage of focused, structured advice and planning based on our *iSuccess Business Growth System™* approach and combine it with 'Get-it-Done' and 'Done-for-You' implementation support. Here's an inside view ☺

The focus is on **IMPACT** - using a diagnostic, prioritisation and collaborative model for quick wins and long term gains.

Embracing business mentoring is an effective way to reduce overwhelm, focus on viable ideas & prioritise change, avoid blind alleys & costly trial & error, and understand very quickly what you need to start, survive and thrive.

A commitment to work together over a short intensive period can pay off in how quickly you are able to understand your strengths and opportunities, what's holding you back, and get expert input to help you overturn current challenges, implement solutions, and accelerate your business to the next level towards your vision of success.

The *iSuccess SME Business Growth programme* is a **very popular approach** combining strategic consulting, evaluation, coaching & mentoring to suit SME's changing needs. It's especially cost-effective if your business qualifies for assistance through the government's Growth Accelerator scheme (see below).

The programme is **intensive, insightful & practical**. You will receive SIX on-site visits, integrating diagnostics with development needs, which identifies barriers, solutions and priority areas to implement for maximum impact.

- ☑ **Inception** - this first visit is aimed at reaching a high level understanding of the context, culture and direction of your business, and thereafter working proactively to structure and systematise the business for growth.
- ☑ **Vision & plans for the next 5 years** - are your goals aligned with your purpose, passion and profit, are they clearly articulated and visible (internally and externally), are they sustainable & profitable in the market.
- ☑ **Developing a Business Plan** is something we can help you with, whether you're starting up, scaling up, planning to innovate or expand, this is your blueprint focusing on alignment, prioritisation and cash flow.
- ☑ **Current health review** - what is going well, not so well, how are you addressing issues, problems & challenges, for instance with productivity, capability & profitability. Our insights will quickly help you identify where best to make improvements and how to structure the business in ways that enable planned growth.
- ☑ **Building effective strategies** around HR, IT & Marketing is something we can help you with, as it's vital if you want to grow, by putting in place practical ways to improve organisational structures & process, clarify roles & responsibilities, identify training/mentoring needs.
- ☑ **Business development** - practical support providing both the solutions and help with implementing these. In many cases this can be done within the programme fee; in others there may be additional costs or investment needed depending on the requirements identified.

This programme is not for you if you don't put yourself into the equation - this is another 'i' factor in iSuccess.

Your personal ambitions and aspirations as business owner are a key factor in determining and driving your success. Understanding what success looks like to you personally, as well as in terms of business objectives, gives a clear foundation for what we wish to achieve, what your customers will connect to, and, importantly, as a way to measure the benefits and impact of our work together.

If you qualify for the Growth Accelerator scheme: you can receive government funding that reduces the *iSuccess SME* programme fee from £3,500 to £1,500. To qualify, your business needs to employ less than 250 people, turnover no more than £40 million, be registered in England or Wales.

To participate in the *iSuccess SME Business Growth programme* without government assistance, our fees are £3,500.

Visit Belanda-Consulting.co.uk and request a call back.

