

Business Development Coaching

Most owner managed businesses have grown organically, based on expertise and valued products & services. When it comes to taking those businesses to the next level, adding business development to existing sales is vital.



It is recommended that business owners should devote **30% of their working hours to business development.**

In reality, they typically spend less time than that, and they don't get the optimum result from their business development efforts.

This could be due to any number of reasons, ranging from lack of awareness, focus, accountability, to lack of required knowledge or structure to get the most return out of time and money invested.

Smart Foundations Business Advisory Services specializes in adding the elements you need to have your business development efforts be the engine of your growth.

- Structure
- Discipline
- Mentoring
- Monitoring

Our experience allows us to determine the best tactical approaches for your growth initiatives, and ensure that your business development efforts are both targeted and measurable.

Best of all, we add **external accountability** - an important factor for owner-managers who typically report their progress to nobody.



Business Development Coaching

Coaching Package

Our coaching package includes bi-weekly meeting sessions with our selected expert, alternating between in-person and online meetings via FaceTime or Skype.

During the 1-hour coaching sessions, we will work with you to:

- Assess your offering, your target market, and your resources
- Help you set up S.M.A.R.T business development goals
- Determine how to focus and gain access in three distinct areas: acquire new customers in each of the targeted markets, retain existing recurring customer base, and reclaim past customers
- Create a prioritized month-to-month business development action plan
- Implement a documented process for your business development effort, so you can maintain contact and ensure that opportunities do not slip away
- Review your progress regularly to make sure you stay on track
- Monitor the ROI of your business development and refine the strategy as needed.

Price: \$550/month, with a minimum 6-month contract

Modifications available on an a la carte basis.



Outsourced business solutions for SMEs & owner-managers

Smart Foundations Financial – *Beyond bookkeeping*

HR-on-Demand – *Compensation & performance projects*

Business Advisory Services – *Senior expertise & coaching*

Growth Path – *Strategic marketing initiatives & execution*