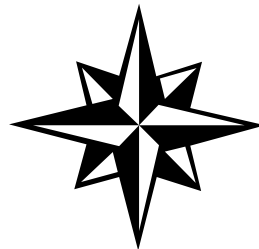


Welcome to the
“Power of Three”



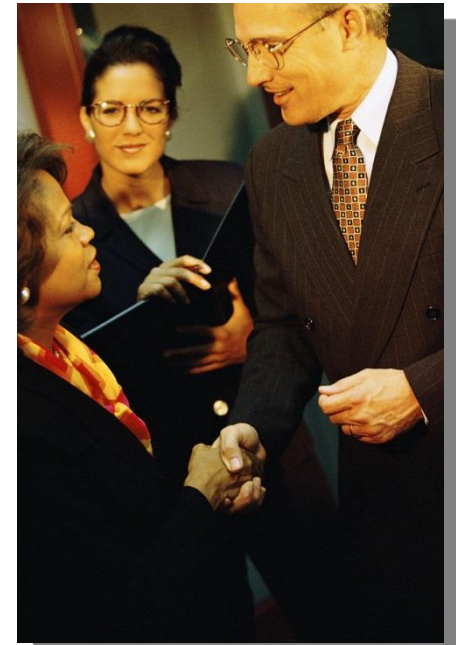
Business Workshop

Introduction / Purpose for the Session

- ◆ Try to assist you in making your business more _____ to manage
- ◆ Help stimulate you to create more good _____ on how to further _____ your business
- ◆ Provide a simple _____ on where to concentrate your management time

Personal “Business” Check Up

1. _____ and _____
2. _____ Proof Positive _____
3. Clear _____ Plan
4. Clear _____ Plan
5. _____ of Energy



3 Steps to Make Your Business More Valuable

Step 1 Identify your 3 Biggest _____ and what you can do to overcome these?

Step 2 What are the 3 most critical _____ that you are working on right now that will take your business to the next level?

Step 3 Implement the _____ philosophy

Step 1

Identify your 3 Biggest Challenges and What you can do to Overcome These

- ◆ List down your 3 Biggest _____ right now!
- ◆ Now list down what you are doing / can do to _____ these challenges and why you think that will work

Step 2

Identify the 3 Most Critical Factors to Take your Business to the Next Level?

- ◆ List the top 3 issues that will _____
_____ the success of your business
- ◆ How much _____ do you spend on these areas now?

Step 3

Implement the GPL™ Management Framework

- ◆ GPL™ meaning GROWTH, PROFITABILITY & LIQUIDITY
- ◆ The GPL™ Framework concentrates on providing strategies that help you to increase each of these 3 areas. By _____ your business output in Growth, Profitability and Liquidity, your business will only improve.

“Unscrambling the Scramble”

Training

MARKETING

Capital

LIQUIDITY

cash flow

Customer Service

Vision

Planning

cost of sales

BUDGET

Repeat Business

technology

PRODUCTIVITY

Scheduling Work

Competitive Advantage

PROFITABILITY

Culture

Increasing GROWTH

3 ways to increase Growth in your business

1. Increase the number of Customers you serve
2. Increase the average fee they spend with you
3. Increase the number of times they return

Increasing PROFITABILITY

3 ways to increase Profitability in your business

1. Increase your prices
2. Decrease your general overheads
3. Improve your efficiency

Increasing LIQUIDITY

3 ways to increase Liquidity in your business

1. Educate customers more clearly of payment expectations
2. Provide an incentive to pay early
3. Decrease general overheads

GPL™ Diagram

5 Core Principles of Business

1. Strategy
2. Finance
3. Operations
4. Marketing
5. Human Resources