



QUARTERLY COACHING

At times as a business owner do you feel alone and unsupported?

Do you find it difficult to make time to work on your business rather than in the business?

Are you keen to find new ways and strategies to improve performance and overcome business challenges?

Would you value having a regular forum with an independent third party to discuss your burning issues and opportunities?

We appreciate that owning your own business is hard work; the purpose of Quarterly Coaching is to provide you with accountability and support to keep you on target towards achieving the goals you have set in your Business Plan. We will ensure your Business Plan remains a living working document and is a filter through which all decisions are made.

Who should attend?

If you're passionate about your business performance and want to achieve your goals then we recommend this service to you. Quarterly Coaching gives you dedicated time to make better business decisions, using the best information and with support from your Coach. We will hold you accountable for your actions and ensure that you reach your targets.

What is involved?

This coaching programme consists of quarterly meetings, with one of our senior team members along

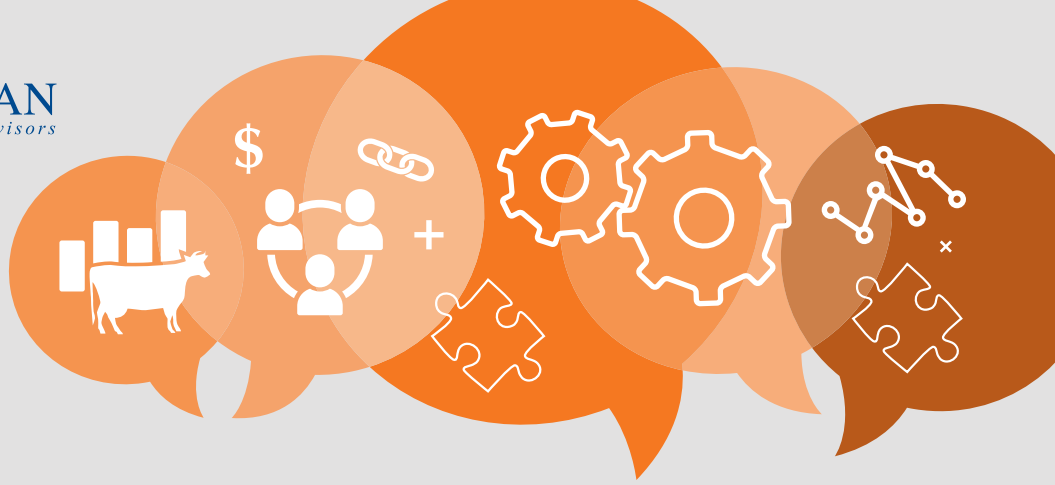
with phone and email support. The purpose of each meeting is to review your actual results, clarify areas where you can improve your business performance, set 90 day goals and identify strategies to achieve them. As a result of each meeting you will develop a realistic 90 day action plan with timelines to keep you on track to achieve your annual Business Plan. You will have unlimited access to our expertise and resources to enable you to implement best business practice.

When should I have a session?

Ideally Quarterly Coaching takes place once you have completed a Business Plan, so it becomes the guide against which all operational and personal decisions are made. However, the Quarterly Coaching programme may also be used as a vehicle and guide to work through major changes in your business circumstances or to help you implement a strategic or succession plan.



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Benefits of Quarterly Coaching Meetings

- Increased accountability and support from your Coach to enable you to achieve your desired results
- Increased profitability and cash flow
- Customised reporting templates to measure and review your actual performance against the budget/forecast
- Understanding the key drivers of your business and what impacts them
- Identifying and solving your burning issues
- Having an expert sounding board, so that you can discuss your ideas and the impact of these prior to making any decisions within the business
- Improved business performance by identifying ways to overcome challenging issues
- Your Business Plan will be a 'living document' to ensure you are working towards your goals
- Alignment amongst the Directors in terms of prioritising what projects are important (if applicable)
- Access to the collective wisdom of our accountants; our systems, products and services.

Are you ready to take the next step or would you like to know more?

Business name _____

Contact person _____

Email address _____

Phone numbers _____

- I would like to discuss this service further to gain a better understanding of what this involves
- I would like someone to contact me about other Business Development services that Malloch McClean offers
- I wish to engage Malloch McClean to provide "Quarterly Coaching Meetings"

Please scan and email this side of the form to events@mmca.co.nz or fax to **03 214 4166**

You are welcome to drop this off at **101 Don Street, Invercargill** or Post to **PO Box 1402 Invercargill 9840**.

