

Simpler Business Education, Coaching & Facilitation

It's been proved over 140 years that making business simpler in a small or large way delivers clear benefits in profits, morale and overall performance - it's common sense!

To help you achieve these benefits, the Simpler Business Institute adopts an education and hand-holding "pathway" because it's been shown this delivers a more sustainable effect compared to a consultancy assignment. It also allows us to do more for your business at a lower total cost. Our Coaches & Mentors welcome the opportunity to help you and your colleagues think and act very differently about your business. The services listed below are based on two decades of helping companies "get the most from the least" to make them more successful.

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Profit by Simplicity Seminar- these 1-hour seminars motivate you and your colleagues to think and act in a simpler way. They discuss the costs that complexity brings and provide case studies on how companies and supply chains have simplified their businesses. They deliver the key principles of simpler business and describe the program of coaching and facilitation that gives you the opportunity to reveal the profits by removing the clutter.

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Profit by Simplicity Coaching - this 6-month executive coaching pathway allows you to pilot at low cost the simpler business techniques to reveal the hidden opportunities to increase profits, performance and work satisfaction by removing needless complexity. Month by month, it introduces elements of the 5 Principles of Simpler Business and encourages you to apply these principles in various ways inside your business or supply chain.

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Coaching the New Leaders - Performance with Simplicity - this is the equivalent 6-month introductory coaching pathway for large corporate or government owned enterprises that are focused on delivering impact and performance as well as profits. It allows teams of executives or senior managers to work together on pilot projects to ensure the simplification process is appropriately geared to your business.

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Strategic Focus Workshop - this is a facilitated one-day focusing workshop in which you and your key people analyse your business using a suite of simple focusing tools to determine the few *80/20 priorities* that give greatest forward progress with least resources. There's a small amount of pre-workshop preparation (financial ratios and perception surveys) for you to do to get the best out of your day. We developed this in 1994 to remove the complexity of strategic planning and since then it's been extremely successful in motivating management teams to take control over business performance. This workshop is delivered either as a group including 5-10 smaller businesses, or one-to-one for larger businesses.

- **DIY Business Turnaround** - this program is for those of you who need to take action now to turn around the performance of your business but who are not keen to open your doors to coaches or consultants. It starts with a half-day workshop in which you learn the simpler business approach to turnarounds together with a Do-It-Yourself workbook with the tools, motivation and telephone & email support to achieve your own turnaround using the common-sense 80/20 methods.

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Simpler Marketing - this coaching program modifies a niche marketing method that has made millions of dollars for small businesses around the world by developing them as the "gurus" or "trusted advisors" in their markets. After searching the world for a simple and highly successful marketing approach, we decided that this method holds the right combination of impact and ease to apply to businesses of all types and sizes.

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Simple, Robust Change - a one-day workshop in which your key people are coached to implement simple effective change via *80/20 change management and process improvement methods* across any part of your business. It shows you without jargon how to introduce improvements to the people and processes that drive your business success.

- **Simpler Leadership** - this is a highly pragmatic 6-month program *to develop the up-and-coming leaders* in your business. It uses real-world projects, ones that are important but not urgent, to grow the skills and knowledge your current leaders would like to see in the next generation of leaders. This program has made or saved millions of dollars for businesses.

- **Turnaround Facilitation** - if you're in a difficult situation now in your business and are frustrated by not seeing much improvement from the things you've tried to date, our coaches and mentors can introduce the proven simpler business methods to facilitate your management team to act with urgency when a business is financially stressed.

Please contact us at info@simplerbusiness.com for a confidential discussion about any of the services above.

If coaching and facilitating to achieve much greater success via simplicity is something that drives your passion and you'd like to be a part of a global network of trained and accredited Simpler Business Coaches and Mentors, please contact us at info@simplerbusiness.com to talk about this. You'll need to demonstrate a personal passion for simplicity as well as a track record in both general management and coaching / facilitation to be welcomed by clients and trusted by their workforce.