

does your business need a 100 Day Plan?

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If you'd like to -

- **Enhance your productivity and quality of your people/team**
- **Improve your conditions**
- **Increase the profitability of your operations and therefore increase the wellbeing of your customers and shareholders**
- **Have your personal and professional goals met and enhance your wealth.**

Then the Full Focus 100 Day Plan is designed for you!

The problem

We often find that our clients have one common problem. It seems to be the demise of most business owners - they are too busy working *in* their business to work *on* it.

We all know the immense value of strategic business planning – it allows you to think and operate strategically when crises occur – rather than falling into reactionary mode and dealing with issues using stop gaps and band aids. Yet we find time and time again that some businesses don't have any strategic planning, or if they do it's been like a good idea – but nothing ever really happened, none of the systems were ever put in place.

Why? Because business owners are struggling to keep their business running at its current level, literally besieged by all the stuff that needs doing. Implementing strategic planning has been put in the too hard basket – there simply doesn't seem to be enough time to do it all!

“The 100 Day Plan was in our opinion the beginning. It got us on the right track and opened our eyes to what can be achieved. Progress happened very quickly ... our systems started to take shape and clear direction was given. We are getting through large amounts of work and the results are starting to show.”

“Full Focus are leaders in organisation skills and they have a wealth of business knowledge. They are exceeding our expectations with their efficiency. They are working equally as hard as we are on our business.”

**Vicki & Chris Pine, Owners
DentureTech Limited
Auckland**

The solution

The 100 Day Plan addresses this dilemma and provides a solution that can see your business rocket ahead, becoming as extraordinary as you want it to be.

We can help you design a vision for your business (but only if you want a truly successful business), a strategic plan and a “making-it-happen” system. The unique part is that we don’t just stop there. For the next 100 days we’ll assist you to put your vital planning into place, bringing it to life and have it become a working part of your business. That’s the critical part. That’s where the real value is, because there’s no use in planning if it’s not put into action! And let’s be honest, if you were left to do it yourself it probably wouldn’t get done.

Although The 100 Day Plan is tailored to your specific requirements, it does follow a certain process and always includes the components noted below. Additional components such as a Personal Stocktake (click here for more information - www.fullfocus.co.nz/what_we_do/personalStocktaking.htm) or personal Directional Planning (click here for more information - www.fullfocus.co.nz/what_we_do/lifeVisionsAndPlans_000.htm) are sometimes added as required.

Your investment in The 100 Day Plan is –

- An initial 2 hour set-up meeting
- Three ½ day planning sessions, usually 7 days apart. Some of these planning sessions may involve your key employees.
- Two hourly meetings every fortnight thereafter to the completion of the 100 days.
- A set fee. Usually an initial amount on the day we start, then by weekly automatic payment for the duration of the project.
- Telephone conversations and email as required

“If clarity and direction is required in any area of your life, it’s well worth sitting down with Full Focus and discussing what you want to do and achieve. It’s money and time well spent.”

**C. Minson, Owner
Battery Masta Auckland Ltd
East Tamaki, Auckland**

During The 100 Day Plan you will -

1. **Develop a vision for your business as well as the fundamentals of clear future direction.** You will discover –

- What would your business needs to be like to truly inspire the owners and team members
- What your business needs to be like to attract and retain customers
- Who will provide the essence of a profitable and sustainable commercial operation
- What your strategic priorities are. i.e. where you need to focus to get effective business development?
- How to get and maintain buy-in from all your team members

2. **Design a Strategic Priorities Plan** that is capable of effectively addressing the vision elements and priorities that were identified in your Vision of a Successful Business.

You will also gain understanding of the solution mechanisms needed to implement your prioritised elements from your Vision. This will include:

- Systems
- Action plans
- Other solution mechanisms

3. **Design a “making-it-happen” system.** You will -

- Create an action plan for the systematic implementation of all the plans - a “Making-It-Happen System”. The purpose of this mechanism is to manage the implementation of your Plan. To do whatever is necessary so that key people ‘walk-their-talk’ and actually do what they agreed to do.
- Identify the alternative support options available to enhance your effective implementation.

4. **Have guidance and assistance from an independent advisor and family/private business coach for the duration of the project, at both strategic and tactical levels** - from family/private business specialists with over 38 years experience.

This means you will have the benefit of an independent sounding board to bounce ideas and concepts off.

“To achieve our goals we first had to identify them. Full Focus helped us determine realistic goals and practical strategies to reach them. The process was non-threatening and easy to understand. A series of plans that we could take ownership of was set out in an orderly process. They were also easily understood by our staff.”

“Full Focus’s independence and determination for our success is invaluable.”

**Paul Rooney, Owner
Abbotts Drainage Ltd
P. R. Rooney Consulting
Services , Auckland**

In addition, you will have the services of your own personal mentor/minder, coach, accountability manager and friend-at-court to assist with -

- Implementing the identified plans, systems and procedures
- Priorities and actions – keeping you on track
- Identifying specific priorities and what actions need to take place
- Anything else you need to help you achieve these goals
- Establishing and managing your personal and business vision, goals and objectives
- Rectifying and/or enhancing your legal and financial structures if required, to maintain their integrity and match with your objectives.

If you either –

- ✓ Have an above average income, or
- ✓ Are a controlling shareholder of a private business

Then the 100 Day Plan could be of enormous benefit to you.

If you'd like to discuss this further, just contact us -

David Martin or Kathy Martin

Phone: (09) 489 1650

Email: enquiries@fullfocus.co.nz

Or fill in the form below and post it to us at P.O. Box 33 489, Takapuna, Auckland

Please contact me to discuss the Full Focus 100 Day Plan.

Name

Postal Address

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Tel.

Mob.

Email