

Improving your business - being ready for sale

DYNAMIC
CLARITY

CHALLENGE

After being in business for many years, a business owner was exhausted and looking to sell his operation. With profit falling due to lack of innovation and energy to change, the business was not in an optimum position for sale.

SOLUTION

Harris Black met with the business owner and assessed his current business performance. We considered his finance, employees, processes, his market and customers. Collaborating with him quarterly, Harris Black was able to help the business owner develop the momentum he needed to get the business back on track. Strategies developed created involvement for his entire team and as a result he was able to ensure his staff were engaged in the changes being made and ultimately the success of the business. KPI's were reviewed on a quarterly basis to provide accountability and momentum for continual improvement.

OUTCOME

As the business, the owner and his employees regained their confidence and positivity, profits improved. Key employees showed interest in taking over the operation. The owner postponed the sale of the business and focused on mentoring employees with the goal of selling the business to these employees in the future.

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BUSINESS WEALTH LIFECYCLE

START-UP

OPERATE

GROWTH

MATURE

EXIT



help.achieve
Growth Cycle

