Pro-actions

BUSINESS IMPROVEMENT SPECIALISTS

Business Improvement Specialist

Opportunity Outline

April 2015

Version 1.1

About Pro-actions Group



"To be the number one provider of support to SMEs in the UK"

Pro-actions 2020 vision

Welcome to Pro-actions. We are grateful for your interest in our company and very much hope that you will join us at this exciting time in our growth story.

Pro-actions is all about a passion for helping SME owners realise their personal goals by making their businesses perform to meet them. We work with SME owners and managers to kick start growth and realise full potential by engaging with them across their business.

There is nothing more satisfying than seeing the lives of our clients transformed as a result of our mentoring intervention and assistance.

Our Business Improvement Specialists (BIS) are central to the delivery of our services and the protection of our brand. As a potential new BIS you are one of a select band of individuals who may have the skills, attributes and passion that we need.

We believe our BIS proposition is compelling – for less than 10% of the typical cost of a franchise in this field you receive all of the benefits and none of the usual franchise downsides. We look forward to discussing the opportunity further with you.

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About Pro-actions Group

"To be the number one provider of support to SMEs in the UK"

Pro-actions 2020 vision

We will be recruiting over 200 Business Improvement Specialists in the next three years…

We are a well-established SME mentoring company growing rapidly throughout the South and Midlands. We are also expanding into additional regions of the UK.

We are focused, vibrant, good humoured, and absolutely committed to making a real difference to our clients. We guarantee improved results for our clients and will only continue any engagement where we can add value.

We reach our potential clients through collaboration with major high street banks, local authorities and professional partners. We also run our own extensive programme of free-to-attend events and digital marketing. Together these help provide a continuous flow of quality leads to grow and develop our business.

Our head office and central support functions are based in Chelmsford. Our regional companies are all structured as joint ventures rather than franchises as we believe that this is a better way of aligning interests and delivering the best service to our clients.

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We use tried and tested coaching techniques to help our clients grow profitably

We work alongside SME owners as friend and critic.

We guide, support and mentor SME owners to achieve their business and personal goals.

We help them to:

- ✓ Identify the things that are key to making their businesses achieve their potential
- ✓ Understand what they mean, why they matter and how they fit together
- ✓ Take ownership of them and use them in managing your business
- ✓ Drive the right actions in the business

As a Pro-actions BIS you will be the front line of this delivery

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How do we help our clients – and where would you fit in?



Briefing events and master classes which are a free-to-attend give away of information to potential clients.	Our regional Joint Ventures run these events regularly. They will serve to introduce you to potential clients. You will assist in their running and management.
Retained mentoring services to help SME owners on a 1:1 basis.	You will provide these 1:1 mentoring services to your clients in line with our model and using our intellectual property to help you.
Workshops – quality coaching and learning for workgroups of SME owners.	You will assist and/or run these events
Building your own networks among key introducers and potential clients	You will build your own networks which we help through central marketing and brand building activity for you to leverage

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How does the model work?

A single up-front 'commitment fee of £2,450 plus VAT

This is a contribution towards the costs of your initial support (for example: your residential induction, regional director 1:1 support, personalised learning plans, personalised business plans, IT system set up, and supporting collateral).

No fixed or ongoing regular fees

We offer all of the advantages of a franchise and none of the drawbacks. There are no fixed or periodic fees so your Pro-actions cash flow is always positive. We do however expect you to meet your own business expenses.

The more you bill, the more you keep

We take a proportion of your billing income. This proportion decreases the more you bill. The proportion is designed to get you up to a sustainable and rewarding income as quickly as possible.

Will this role suit me?

Pro-active self starters with a 'can do' attitude

Despite their diverse backgrounds, our Business Improvement Specialists all tend to share certain characteristics.

They are dynamic self starters with a proactive can-do mentality. They are also good listeners.

Passion is one of the key things we look for – and a desire to develop and help others whilst developing themselves.

Whilst not exclusively the case, we often find that one or more of the following situations resonate:

- ✓ Experience of coaching and developing people
- ✓ Broad business experience and business acumen and a desire to use and capitalise on them in a manner that is usually not possible in a larger corporate environment
- ✓ Being fed up with large corporate life and its politics and wanting to put hard-earned skills to more rewarding use
- ✓ Wanting to run your own business or be your own boss, but with the support of a network of like minded people who are more than willing to help
- ✓ Having previously run their own successful SME, learned the lessons, and retired or sold and now want to stay sharp and 'in the game'.

Next steps…

If you believe that you might fit the profile of a successful Pro-actions Business Improvement Specialist, then please call us for a copy of the full prospectus:

03333 440 517

Ask to speak to recruitment or email us at recruitment@pro-actions.com

We look forward to exploring the opportunity further and, should it prove of mutual interest, setting up an interview with your local regional director.

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