

# Results Focused Consultancy

## Need to improve the performance of your key staff but don't know exactly how it will benefit the business?

Do you need to make some changes in your business but are unsure where to start or whether the benefits will justify the cost? Do 'engagement' or 'leadership development' sound like great ideas but you just can't see how it will help your company make money?

What about 'personal development plans', 'cultural alignment' or 'a coaching culture'? These are all great ideas – but for a business that has to get on with delivering each and every day, they are quite often perceived as intangible benefits best left for another time.

*We specialise in making the delivery of these complex, intangible projects easy and measurable.*

## So we pay as the results are delivered?

**We consider your success our success.** If we can't help you turn your goal into a measurable set of benefits for your business then we will not start the work or charge you for anything.

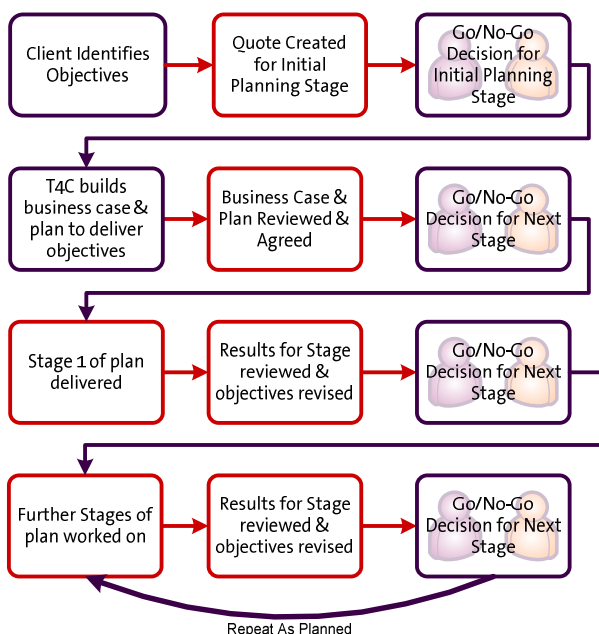
**Our process is designed to allow for the staged release of capital as results are delivered.** We minimise the amount of speculative expenditure before you start to see results being delivered or at least quantify when you should start to see the results so that you can make decisions and plan.

*You can say 'No' at the end of each stage if you are uncomfortable in anyway.*

## Gain financial commitment and stakeholder buy-in to your projects

Consultancy proposals are often incredibly complex with lots of activities and costs that are only loosely aligned with the benefits you thought you might get. So whilst you know you need to take action without being clear about the business benefits and how they align to the business priorities it is hard to gain financial commitment and stakeholder buy-in.

## So how can it be different?



### Stage 1 – Sales

We agree on the outline of what you want to achieve and drill down into some of the detail.

### Stage 2 – The business case and planning

We come and work with the people who will be impacted by your vision and speak with the various managers and leaders within the organisation.

### Stage 3 – Initial delivery

We start to build the foundation of the programme within your organisation. We will also target some early results in order to build momentum and generate energy & enthusiasm.

### Stage 4+ – Delivering results

This stage starts to deliver the majority of the results. There may be many stages beyond this but each one has defined objectives and measurables associated with it and these are used to review progress at the end of each stage before progressing to the next.

## We are committed to projects that deliver results to our clients

**Our consultants have over 20 years experience and have worked with hundreds of service focused organisations.** They deliver tangible results from intangible goals in a pragmatic, measurable results focused way. So if you are looking for Coaching, training or Consultancy services that get results. **Call 0203 355 4006** and ask for Christina, David or Andy and they'll be happy to talk to you about your situation or visit our website [www.cgamanagement.co.uk](http://www.cgamanagement.co.uk)