

BUSINESS GROWTH & EXECUTION PROGRAMS

Build a Stronger Business. Create Momentum. Execute What Matters.

Growth rarely stalls because an owner lacks ideas. It stalls when priorities compete, execution becomes inconsistent and too much depends on the owner. These programs create a practical rhythm for making better decisions, strengthening the business and turning the right priorities into action.

Tim Lavis Consultancy works alongside business owners and leadership teams to improve the areas that drive enterprise performance: market attraction, sales, operational efficiency, leadership, strategy and financial understanding. The emphasis is practical: identify what matters, build the right tools and disciplines, and maintain accountability until the work is embedded.

01 Choose Your Program

Business Growth & Execution Coaching

For established owner-led businesses wanting an experienced advisor alongside them - bringing structure, challenge, practical tools and accountability across the whole business.

FORMAT	DURATION	INVESTMENT
1:1 advisory and coaching	12 months	\$1,650 + GST / month

PROGRAM INCLUDES

- **Two 90-minute advisory sessions each month** focused on the issues, priorities and decisions that matter now
- **Email and phone support between sessions** for timely advice when decisions cannot wait
- **Market attraction:** sharpen target market, positioning, referral activity and business development
- **Sales:** improve pipeline discipline, sales conversations, conversion, follow-up and accountability
- **Operational efficiency:** identify bottlenecks, clarify responsibilities and build more consistent ways of working
- **Leadership:** strengthen expectations, accountability, communication, delegation and team performance
- **Strategy:** establish clear priorities and convert them into practical 90-day actions
- **Financial levers:** understand cash, margin, pricing, productivity and profit drivers
- **Practical tools, templates and frameworks** selected for the business rather than generic theory
- **Ongoing accountability** so decisions turn into action and action turns into progress

DESIGNED TO CREATE

- Clearer growth direction and commercial focus
- Better decisions with less reliance on the owner
- More consistent execution across the business
- Greater visibility over the financial drivers

Strategic Growth & Leadership Execution

For established SMEs needing the owner and senior leaders aligned around a clear strategy, with a disciplined monthly execution rhythm that keeps the plan alive throughout the year.

FORMAT	DURATION	INVESTMENT
Strategy + monthly leadership advisory	12 months	\$2,500 + GST / month

PROGRAM INCLUDES

- **Initial one to one-and-a-half day strategic planning process** with the owner and senior leadership team
- **Clear strategic direction:** define where the business is going, what matters most and what will not be pursued
- **Priorities and measures:** translate strategy into objectives, actions, owners and measures
- **Three-hour leadership session each month** to review performance, solve constraints and drive execution
- **Leadership alignment:** create greater ownership, role clarity, accountability and decision quality
- **Commercial performance:** work across attraction, sales, operations and financial levers as required
- **Preparation and follow-through:** structured review, actions and administrative support around the monthly rhythm
- **Email and phone access** for the owner on important issues between scheduled sessions
- **Practical tools and frameworks** supporting planning, execution, leadership and performance
- **Annual execution rhythm** that keeps strategy active rather than sitting on a shelf

DESIGNED TO CREATE

- Leadership aligned around the same priorities
- Strategy translated into measurable execution
- Faster resolution of growth constraints
- A stronger, more accountable, less owner-dependent business

Every Program Is Built Toward Better Execution	Clearer priorities	Stronger accountability	Better sales discipline
	More efficient operations	Stronger leadership	Greater financial clarity

START THE CONVERSATION

“The right program should give you more than advice. It should create clarity, challenge the right thinking and help the business execute what matters.”

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