

Business Benchmark Academy



What is the “Business Benchmark Academy”?

The BBG Academy is a program designed for trade-based business owners who are looking for the first stages of help in building their business.

This program gives you what you need to set milestones, monitor your progress and it will set you up to achieve real results, and sustainable, ongoing growth.

It is where small business owners can really get to grips with the fundamentals of business. Our program is specifically tailored to deliver real results in real time: more profit, more organization and positive lifestyle changes.

Who is it for?

- Business owners with 2 or more full time employees and invoicing over \$10k per week
- Owners who need help with the headaches of running a small business
- Owners with lives in chaos trying to balance phone calls, being on the tools, quoting, invoicing and managing their first employees.

What are the outcomes?

- Identify strategies to get your business through the difficult times
- Honest and actionable feedback on your business and how to grow
- Learn how to win more sales and how to work a client referral program
- Understand the basics of your business scoreboard – what’s making you money and what isn’t

- Learn the systems and processes that you need to grow your business in a predictable – and sustainable way.
- Mindset-shift to what is possible and an understanding of how you are going to get there.

What is a “Round Table Group?”

The core of this program. Being a business owner can be a lonely existence – everything rests on your shoulders.

Support for you as the leader in your business is essential. Join our Round Table Community of likeminded business owners and check-in weekly to ‘pulse check’ where you are at and hear from others in your industry.

These weekly meetings are your dose of reality, a push in the right direction, the motivation to move forward. The other business owners are your sounding board – they will give you the advice and help you need, along with our business strategists.

Learn what others in the construction and trades industries are doing to get ahead any week of the year.

You’re in a trusted group where you can discuss the challenges you’re facing – and others in the group who have been through the same challenges will give you invaluable advice about how to approach the hurdles.

Get Immediate peer to peer support, access to direct coaching in the moment and innovative ideas and solutions to any problems you are facing today. This is an opportunity to foster relationships within your industry from business owners who are actively growing their businesses.

What’s included?

You will be committed to the following:

- **6 x 5-hour intensives**
Focusing on the core elements that make every successful business tick:
 - ✓ **Bi-annual (Jan/July) Planning Intensives:** 2 x 5-hour strategic planning days. Develop a clear, intentional and strategic profit plan with proven methods to track and enhance the key profit areas of your business.
 - ✓ **Sales & Marketing:** How to find your ITM customers and build a referral-based network
 - ✓ **Financial Literacy:** Learn how to read your scoreboards like a pro!
 - ✓ **Operations:** Understand how to improve the systems and processes in your business that ensure you are efficient and making money
 - ✓ **Team:** Hire slow and fire fast! Build the team that will support you in building the business you are dreaming of
- **Key Numbers Dashboard**
This tool gives you a clear picture of your results and how you are trending. Understand where the money is in your business and when and why you are making a profit.
- **Annual progress review:**
Compare where you are now to where you will be in 12 months’ time and where you want to go next.
- **Roundtable Groups:**
Meet with other business owners and share knowledge and experience with one another every week.

What’s the investment?

One seat:

Monthly payments of \$1,067 + GST

Additional seats (same business):

\$500 + GST

What is the Business Benchmark Board Program?

This is a structured business program designed to help businesses move from average performance to multi-million-dollar success.

You'll join a unique group of business owners who have the same ambitions and frustrations that you do. As a group, you will be coached and mentored by Business Benchmark Group's Senior Partners.

There's no other program like it – it's not just coaching, it's a small business strategic group. It's part education, part inspiration and part motivation – and it's designed to be the most progressive time *for you and your business*.

Who is it for?

The **Business Benchmark Board Program** is for business owners who operate businesses with a turnover of over \$1 million per year. Crucially, it's for business owners who aren't satisfied with that and are serious about growth and improvement.

It's for business owners who know the struggles of trying to go it alone and who want to find positive solutions to their frustrations, such as:

- Lack of sales & cashflow
- Being stressed & exhausted
- Lack of trust in your team
- Feeling overwhelmed & having no time
- Procrastination
- Being unable to make the right decisions

What are the outcomes?

This is a program structured to enable you to achieve real, tangible results. You will have total clarity on what's working and what's not working in your business and learn the strategies needed to achieve:

- More clients & more sales
- The confidence and business clarity to grow profits substantially
- The ability to devise your own winning business strategies
- Problem-solving skills that strengthen your business and team
- A focus on personal accountability and ownership
- A robust financial knowledge and awareness that will boost your revenues and margins

What's the investment?

Monthly payments of \$2,400 + GST

(Second seat - Same business, same program: \$500 + GST per month)

Program runs February to November

What's included?

You will be committed to the following:

90 minute on-boarding session with our Senior Partners

Weekly Round Table sessions with our senior partners

10 x 2.5 hour monthly group sessions with our Senior Partners

These sessions will help you:

- Develop a strategic mindset
- Keep focused and be accountable
- Set practical goals & develop a solid business plan
- Make better informed decisions
- Embrace opportunity and growth
- Gain plenty of clients in desired target market
- Achieve solid profit growth
- Develop a 'champion' team
- Achieve a better work-life balance

2 x 5-hour strategic planning days

- With the expertise of Business Benchmark Group's team, you will develop a clear, intentional and strategic profit plan.
- These strategic planning days feature proven methods to track and enhance the key profit areas of your business so that your business enjoys healthy growth and abundance quarter-on-quarter, year-on-year.

4 x 5-hour intensives focusing on the core elements that make every successful business tick:

- Sales and Marketing
- Finance
- Operations
- Team

Financial analysis on a monthly basis from the business analysis team including access to our Key Numbers Dashboard

Monthly accountability and support from the Client Success team

Accountability from your peers and CEO of the Board - our Senior Partners - to ensure you walk your talk

What is the Business Benchmark University Program?

The **Business Benchmark University Program** is a program for business owners and entrepreneurs who desire more skills, tools, inspiration and guidance to achieve their goals.

The program, taught entirely by CEO of Business Benchmark Group Stefan Kazakis, is designed for people who are committed to raising their 'Business Mastery' and willing to invest time, money and energy into the success of their business.

You'll join a unique group of business owners who have the same ambitions and frustrations that you do.

It's a small business strategic group. It's part education, part inspiration and part motivation – and it's designed to be the most progressive time for you and your business.

Who is it for?

Regardless of where you are on the entrepreneurial ladder, this program can help your business with:

- Business Loans or Grants
- Business Insurance
- Business Plans
- Sales
- Marketing
- Team Building
- Business Development Initiatives
- Growth Opportunities

This business coaching will expose you to many of the entrepreneurial skills required to step your business up to the next level and ensure you are on the right path to get off the tools.

The University Program works as a closed meeting for a group of entrepreneurs and business owners who are committed to developing their business intelligence through transformational entrepreneurial principles.

It is not a seminar, there is no drip feeding or teaching from the front

of the room, rather a facilitated discussion around growth and expansion of each Program Member's business across the duration of the program.

If you're a business owner or an entrepreneur in the making and committed to preparation, abundance, and giving 100% so that you can be off the tools with your business or business idea, then contact us now for more information on how you can enrol for this powerful **Business Benchmark University Program**.

What are the outcomes?

This is a program structured to enable you to achieve real, tangible results. You will have total clarity on what's working and what's not working in your business and learn the strategies needed to achieve:

- More clients and more sales
- The confidence and business clarity to grow profits substantially
- The ability to devise your own winning business strategies
- Problem-solving skills that strengthen your business and team
- A focus on personal accountability and ownership
- A robust financial knowledge and awareness that will boost your revenues and margins
- Personal happiness for the business you are growing
- A clear roadmap to be off the tools
- Spend more time with your loved ones

What's the investment?

**Monthly payments:
\$1980 + GST**

(Second seat - Same business, same program: \$500 + GST per month)

What's included?

You will be committed to the following:

Weekly Round Table sessions with our senior partners

5 x 3 hour monthly group meetings

These sessions will help you:

- Develop a strategic mindset
- Keep focused and be accountable
- Set practical goals and develop a solid business plan
- Make better informed decisions
- Embrace opportunity and growth
- Gain plenty of clients in desired target market
- Achieve solid profit growth
- Develop a 'champion' team
- Achieve a better work-life balance

2 x 5-hour strategic planning sessions

- With the expertise of Business Benchmark Group's team, you will develop a clear, intentional and strategic profit plan.

These strategic planning days feature proven methods to track and enhance the key profit areas of your business so that your business enjoys healthy growth and abundance quarter-on-quarter, year-on-year.

4 x 5-hour intensives focusing on the core elements that make every successful business tick:

- Sales and Marketing
- Finance
- Operations
- Team

Full transparency of your results and trending via our Key Numbers Dashboard inclusive of monthly reporting

Accountability from your peers and the total team at Business Benchmark Group to ensure you walk your talk

Program runs February to November

Coach Support Call Monthly

Monthly Financial Business Analysis Report