



## Small Business Growth Programme

### Overview of the Programme

Many small businesses were started with an idea or skill by entrepreneurs, that have had no formal training in running a business.

There are, of course options to these Businesses but some of them may not be practical:

- Businesses can contract a business coach or Business consultant:
  - These are generally too expensive for many small businesses, and the programmes (if any) are targeted to larger businesses
- The business owner can put himself through a business Course:
  - These could be expensive, and they are based on academic principles, again targeted towards larger businesses
- Ask a friend:
  - The business owner may have successful friend who owns a business, but they are normally busy and do not have a structured programme

Thexton Dodd Consulting have developed a programme aimed at small businesses who need help and have not got the financial capacity to employ a full-time consultant. The programme is ideal for start-ups, owner operators and business that employ a few people who wish to grow or consolidate their position.

### Benefits of the Programme

Thexton Dodd Consulting have developed the **Small Business Growth Programme**. The programme is built around a tried and tested system that has been providing business growth for Small to Medium Businesses for over 10 years

The programme's 1<sup>st</sup> phase generally takes 12 weeks to complete and is designed around the following principles:

1. The system has been scaled so that it is affordable to smaller businesses
2. The programme will be conducted in a group session, with like-minded business owners. This will allow cross pollination of ideas across businesses and industries.
3. The programme is initially 12-weeks long, with the option to continue for an implementation period
  - a. Each participant will receive a workbook that acts as course notes and a facility to start preparing a business strategy
  - b. The initial 12-week programme, that will focus on building strategy covers:
    - i. Planning and setting Goals and Targets
    - ii. How these goals will be achieved
    - iii. How to prepare the company to reach these goals
    - iv. Who will be needed to achieve these goals
    - v. What systems and processes are needed
    - vi. Create a financial Budget and Cash Flow Forecast
    - vii. How to increase the revenue



- c. The second part of the programme (Which is optional) will cover:
  - i. Implementing the strategy
  - ii. Managing Meetings and review of business performance

### Where the Programme is held

The meetings are held at our Offices at Murarrie. The meetings are held during working hours as well as early evening, so that business owners do not have to take time from their busy schedule.

The number of candidates will be limited to a maximum of 10, which ensures that candidates get the correct attention throughout the course.

The sessions are between 2h00 to 2h30 each, with networking opportunities at the end of the sessions to talk to other candidates. Candidates are welcome to bring their mobile laptops, although a workbook and writing materials are provided as part of the fee

### More information

For more information about Thexton Dodd Consulting, please check out our website:

[www.tdcconsulting.com.au/small-business-growth-programme](http://www.tdcconsulting.com.au/small-business-growth-programme)

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