

IGNITION ADVISORY/COACHING PROGRAM

FOCUS ON THE 'ONE' THING TO ACHIEVE THE MANY

When it comes to business growth and personal development, many complicate what is relatively simple. We attempt a hundred things when often if we focused on one or two key areas the many other desired outcomes would be achieved – all from the simplification of focus and aligned activity.

WHO IS IT FOR?

Anyone who wants to rapidly increase effectiveness in their business, career or personal lives.

THE PROGRAM

There is no jumping through irrelevant hoops in this program. It is designed to go straight to the core issues and deal specifically with those. Areas can include (but are not limited to):

- Strategy/ Business Planning. Gain clarity on future direction; ascertain implementation stages and timing of key actions
- Personal Performance and Productivity. Increase motivation and focus
- Marketing and Sales – initiatives and strategy. Align your marketing activities accordingly
- People. Assistance with leading your management team and employees
- Lifestyle Design and Accountability. Design your ideal life, define the obstacles and create the pathway to achievement
- Accountability. Be held accountable for your goals and corresponding actions
- Coaching in a specific area you require assistance with

"We are more fully utilising our internal systems, keeping on top of invoicing and debtors and now starting to monitor the business in terms of numbers." Brad Smith - Wolfenden Electrical, Dalby

"Ray's ability to look at a micro level and then shift to a helicopter view is exceptional and been invaluable to me as a business owner." Joanne Brooks – Talent 2

"With only being in his presence for a few hours, Ray has transformed my life. I have learned how to maintain an effective work-life balance. Now I am able to appreciate and enjoy those small moments that make life worthwhile."
Renisher Roberts – Psychotherapist, New York USA

PROCESS

Pre-dominant communication is via phone, email or Skype and you will have unlimited access to me for the duration of the coaching period. It is advisory in nature in that I will advise, coach and hold you accountable to achieve your desired outcomes.

It will include:

- ✓ Gaining an initial overview of your business (if you are a business owner).
- ✓ Listing the major goals and objectives you want to achieve together
- ✓ Document these goals with corresponding strategies and time frames for their achievement
- ✓ Establish regular check in times to assist you in keeping focused and on track
- ✓ Unlimited contact and document review within business hours AEST. Document review will be completed within 24 hours and all calls/emails returned same day wherever possible
- ✓ Face to face meetings are possible but whenever mutually convenient

TIMING

The duration of the program is for nine months however, it can be completed in 3 month periods with a pro-rata payment accordingly. It can be put on hold for periods of time but must be completed within a 12-month timeframe.

TERMS AND CONDITIONS

Your investment is dependent on the duration.

- \$12,000.00 +GST - 9 Months
- \$ 8,000.00 +GST - 6 months
- \$ 4,000.00 +GST - 3 months
- \$ 333.00 +GST - Weekly payment via direct debit until you decide you've achieved what you set out to accomplish. Minimum of 12 weeks.

Payment options and conditions

- Full fee paid prior to program start (for 6 & 9 months only) achieves a 10% discount or...
- 50% paid prior to program start with the balance due 45 days later (for 6 & 9 months only). If balance payment is not forthcoming, the program will stop until payment is completed
- The three-month program can be paid in full or, weekly or monthly in advance via direct debit.
 - All timeframes can be paid weekly or monthly in advance via direct debit. Administration fees apply.
 - No refunds are provided and regular payments once initiated cannot be put on hold if you choose to delay the program part way through. However, you may apply any unused amount against other consulting services.

TO REGISTER OR DISCUSS FURTHER...email me on ray@rayhodge.com.au or call on +61 403 341 105

WHAT OTHERS SAY ABOUT RAY'S WORK...

"Ray has been an excellent guide and mentor over the past couple of years. His insights into certain aspects of our business have given us a clear direction and focus for the future. Every business owner needs a hand on their shoulder to keep them on the right path. For a large number of businesses out there – that hand should be attached to Ray." **Darren Hart B.Bus CPA Principal**

"Ray's raw talent, energy, presence, professionalism and commitment to me through the financial coaching has been phenomenal. He goes way beyond expectations and delivers what he promises – and some. And as a Master Certified Coach, I am very fussy who I engage to be in my space. Thanks, Ray, you rock!!" **Peter Barr - Master Certified Coach (ICF)**

"When Ray initially began working with us we had significant challenges and bottlenecks in the areas of paperwork and cashflow. I felt like I was behind all the time. Over a period of a few months, systems were created and implemented, our tradesmen adopted the new way of doing things, invoicing was happening quicker and the chaos started to ease. What is significant that we couldn't see at the time is that the results in cashflow turnaround enabled us to fund a million dollar job that we could never have done previously out of business funds." **Kelly Mullins - J Mullins Plumbing, Miles QLD**

"I've started sub-contracting out all the work I don't like doing as per your advice, which is freeing me up for more family time, to work on and promoting the things I do enjoy and more time to develop other services."

Belinda Abbott - Ruby Rabbit Office Assist

"I have to say that having Ray consult to us resulted in a more streamlined business with processes in place that has made it possible to hire office staff and what's all the more pleasing (given that Ray is no longer consulting to us) is that I am now working less hours per day, overseeing the operations, with the business continuing to do exceptionally well." **Joanne Puttins - Switch Group, Perth**

"Ray's simple and effective strategy ultimately turned my business around and doubled my profits."

Ben Cowan - Xcentuate Personal Training

" Rays individual consulting work has assisted in keeping me focused, setting up systems and reviewing budgets to keep my firm's 'producers' accountable. Ray has also assisted greatly in providing advice and support during a transition period where the previous business owner left under unfavourable circumstances. The result for this last financial year is an approximate 25% increase in turnover when compared to the previous 2 financial years. Prior to working with Ray, the business had seen no growth or increase in staff performance. I would not hesitate to recommend the services of Ray to any business owner looking to increase productivity and profitability through the services of a supportive and knowledgeable coach." **Peter McCartney - Spranklin McCartney Lawyers**