

"NEXT STEP"

for business owners wanting to achieve more

Why this programme?

At Oxygen8 we know what makes SME business tick and have developed an affordable group-based improvement programme especially for business owners like you; owners that want to achieve more.

What's happening in your business-

- Not making enough money
- Too busy fixing things
- It's too hard on my own
- Just not getting ahead
- Don't know what to do next



"I knew if my business was to grow I needed to do something differently the next step programme gives me ideas, new direction and support"

From experience we know that most business owners do not get what they want from their business. Why is this?

It's not because they don't try, rather it's because they do not know how, make the time or follow through to create a robust management framework upon which to grow.

It's a fact that all businesses, large or small, need this framework to increase value. The sooner you do this the more valuable your business will be!

- **It's easy**- just turn up, you know your business we know our stuff!
- **Cost effective**- follow a step by step programme that will get you results.
- **Great networking**- surround yourself with business owners that also want to achieve.
- **Become more positive**- achieve goals and implement a strategy that you'll be proud of.
- **It works**- all successful businesses follow similar proven frameworks (but you know that!)



Ideal for business that-

Have a single owner or partnership

Turn over less than \$500,000

Have less than 5 team members

Check out our website for more details, group times and locations near you.

▶ ▶ ▶ www.oxygen8.co.nz/nextstep

NEXT STEP Programme outline

After over 10 years working with SME businesses in New Zealand at Oxygen8 we know what gets results.

The combination of a Business Owner that wants to achieve, an experienced Business Success Partner, a good plan and a rigorous implementation regime will get results over time.

Our goal with the NEXT STEP programme is to enable smaller businesses (below \$500,000 turnover) to engage a team of Business Professionals that can help their business take the next step.

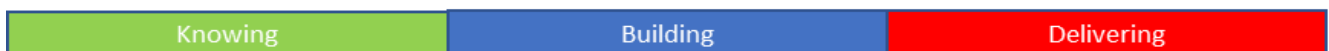
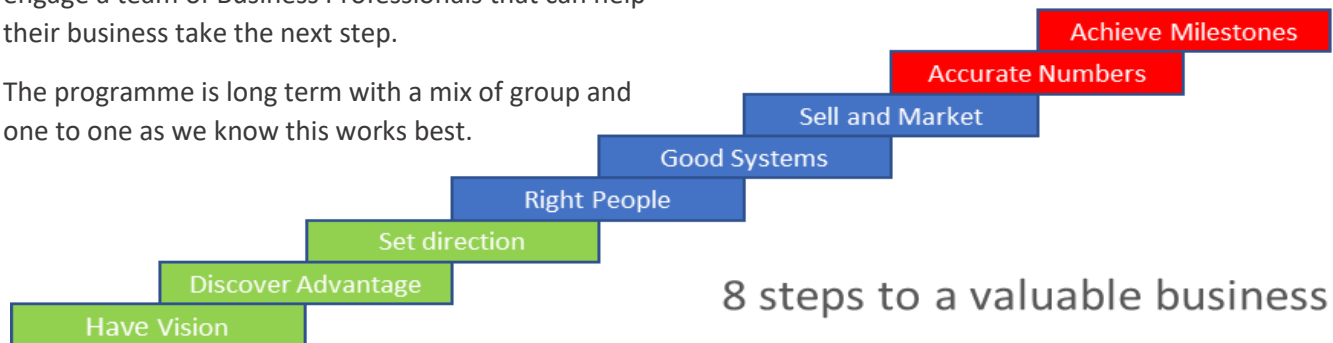
The programme is long term with a mix of group and one to one as we know this works best.

Group size- 6 non-competing business owners

Meeting times/ location- as agreed by the group

Session duration- 4-hour workshops, 2-hour monthly meetings, 1 hour one to one success sessions

Investment- 12-month term \$750 per month



Workshop 1

The “PICTURE”

Get clarity on what YOU want from your business.

- Personal Vision
- Business Vision
- Business Strategy
- Your Advantage

Output-

- Personal Vision
- Business Vision
- Business Mission

Workshop 2

The “PLAN”

Make decisions on what needs to happen to get you there.

- People & Culture
- Products & Services
- Sales & Marketing
- Systems & Processes

Output-

- Culture Statement
- Target Market(s)
- Working business plan

Workshop 3

The “GOALS”

Set objectives and accountabilities.

- Financial goals
- Success Factors
- KPI's
- 3 year Milestones
- 90 day objectives

Output-

- 3 year budget
- Monthly dashboard
- 90 day action plan

MAKING IT HAPPEN!

“Vision without execution is hallucination”

- Monthly group meetings to share success and investigate challenges
- Guest speakers and education sessions
- One to one “success” sessions to review progress and reset objectives
- Annual/ 90-day reviews to check progress, re-set budgets KPI's and objectives