

3 Ps in Profit Pty Ltd

We are passionate about growing your business, together.



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Our Vision:

Enabling all Australian small & medium businesses to succeed & thrive through **genuine business coaching partnerships** that deliver performance improvement & growth.

Our Mission:

Improving & growing Australian small & medium businesses by focusing on the three fundamental elements that drive performance; **planning & alignment, processes & systems, and people.**

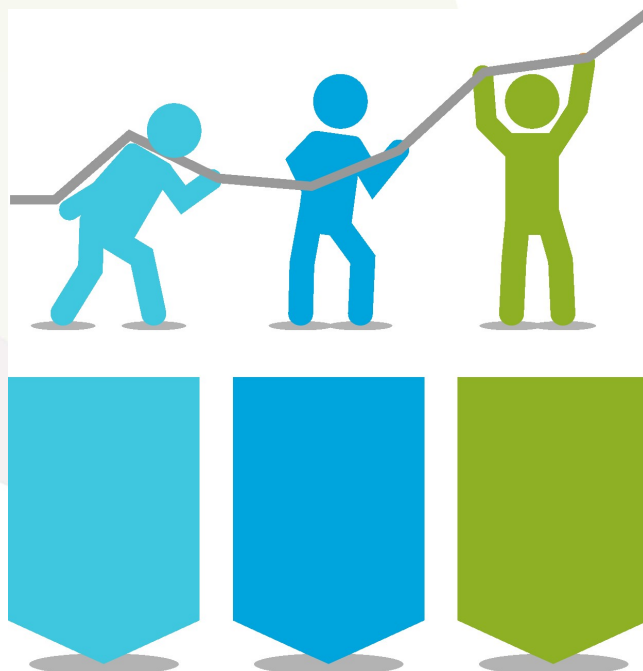
Our Values:

"Growing your Business, Together" – Genuine business coaching partnerships. Working together from the start.

"The Priority 3" - What are the three ideas that will significantly improve performance? That's what we'll deliver. No distractions.

"Practicality Over Process" - No pointless process. A fit for purpose approach that delivers results rapidly.

"No Day is Wasted" - 100% effort. Every day.



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Why Our Clients Call Us

We all want to improve & grow our business but it is a complicated & challenging process.

Some of the common challenges our clients call us about are:

- *"We're overwhelmed! There is too much to do and too little hours in the day".*
- *"We know we need to improve...but running the business takes all our time. We need support".*
- *"Our performance is highly variable. Sometimes we perform well, sometimes we don't...how do we become more consistent"?*
- *"Our performance is stuck – but how do we get to the next level?"*
- *"We don't have clear goals & a plan to achieve them. It feels like we're working on a million different things but not the things that really matter"*
- *"We need a safe sounding board for honest feedback on our ideas and a partner to support in design, implementation and evaluation".*
- *"We start a lot of work but nothing ever seems to get finished".*

How We Help

If this sounds familiar you need the support of a business coach. A business coach oversees and guides you in starting, growing and developing your business.

We specialize in providing direct business consulting & coaching services to small and medium businesses and partnering with performance improvement organisations to support, and/or lead client engagements.

A blue rectangular box with a white arrow pointing up and to the right, containing the text 'Growing your business, together.' in white.

Growing your
business, together.

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Our Approach – The 3 Ps We Focus On

Our approach to business coaching focuses on the three fundamental elements of your business that drive performance; *your planning & alignment, your processes & systems, and your people.*

Planning & Alignment:

Planning & alignment practices are the foundation for achieving & sustaining performance improvement & growth.

We partner with you to establish good planning & alignment practices. We work with you to develop achievable performance goals, a business plan, and implement a toolkit that ensures everyone in your business is working on the right things.

Processes & Systems:

Your business operates using a variety of processes & systems that produce the final product or service. Making your business processes & systems efficient and effective drives performance improvement and growth.

We partner with you to improve your critical processes and systems.

People:

To deliver continuous improvement in your business your people must have the right skills.

We focus on building and transferring business improvement skills within your business. Your people are equipped with the skills & tools to drive improvement in the business themselves.

Our Approach – The 3 Phases to Achieve Improvement & Growth

A three phase approach is used to drive improvement in these areas of your business. Each phase is quoted and completed separately. As each phase is completed, the outcomes to be delivered in the next phase are defined and agreed. There is no obligation to proceed to the next phase.

Phase One – Diagnose the Challenges & Identify the Opportunities to Improve:

We meet with you to discuss your business, your current performance, your target performance & how we can help.

We complete an end to end review of your business. We diagnose problems & identify opportunities for improvement. We create a road map of how to move

your business from current performance to target performance – quickly & effectively.

Phase Two – Execute the Critical Improvements:

We partner with you to deliver the agreed improvement ideas quickly and effectively. We measure the impact of the improvement ideas on your performance & ensure we meet our targets.

Phase 3 – Sustain the Improvements:

We check in with you regularly to ensure the improvements in performance are sustainable.

We are committed to your success. By using this practical approach, we guarantee that your business will be ***more cohesive***, generate ***more revenue***, be more ***cost effective***, will have ***more satisfied customers***, and will be set up to ***succeed for the long term***.

Do you have a very specific problem that you want resolved, or a unique project that you want delivered? Whatever the challenge we can help! We are happy to tailor our approach to suit your specific needs.

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Our Track Record

Using this practical approach, we have helped our clients achieve exceptional results.

“I worked with Scott to deliver a contractor cost reduction program. Scott brought a really structured approach that helped us identify our **large cost reduction opportunities (\$6m)**. His focus, energy and drive enabled us to deliver the targeted projects. We achieved excellent results & significant savings for the company. I’d recommend Scott to businesses that are looking to reduce their operating costs”.

- *Mining Client, 16th March 2016*

“I have been fortunate enough to have had worked with Scott on two occasions. I drew on Scott’s management consulting services to support in a complex bid. Scott is a smart, diligent and positive guy that brings a unique and independent view. He takes a **methodical and considered approach** that allows him too successfully engage across the breadth of an organisation. I am pleased to recommend Scott and his business services”.

- *Mining Services Client, 31st August 2015*

“We had a great business concept but we didn’t fully understand how profitable the business could be. Scott modelled our business and determined the volume of clients we needed to achieve our current and future financial goals. He also found opportunities for us to **cut our costs & increase our revenue by 70%!** I’d recommend Scott to anyone that is looking to build or improve their business!”

- *Pet Grooming Client, 21st August 2015*

“Scott worked with me to identify the key activities that really drove client conversion rates, the reasons why they were currently lower than target, and to develop ideas to improve performance. The improvements we made led to a **significant increase in conversation rates (+30%)**. I gained a better understanding of how my business operates and the areas I need to continually focus on in order to perform well”

- *Mortgage Broking Client, 7th April 2015*

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Let's Get Started

We are based in Perth & operate Australia wide. We are available to clients by appointment 7 days a week. Please contact us to discuss how we can help you improve & grow your business.



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