

On The Right Track

On The Right Track is a package of three business support sessions tailored to meet business owner's individual and business needs. Whilst the first and third meetings are face to face the second can be by telephone. Alternatively responses can be written communication sent by letter, email or fax.

For example:

A London based client of a new business selling crafts traded throughout the summer at craft fairs across England. Sales were higher than forecast, particularly from customers in other regions of the country and tourists. In order to serve these markets and expand sales the owner plans to set up an online retail store.

- First meeting:
 - Briefly assess background information prepared by the client for the meeting and acquire any addition information, where necessary
 - Fully explore the client's questions, business ideas and time frame
 - Clarify current operations, logistical practices and supplier relationships
 - Identify the process, relationships with suppliers, resources needs and estimate costs of setting up an online store. Consider the pros and cons for the business
 - Provide guidance on conducting in house market research, PESTLE and SWOT analysis.
 - Identify and signpost to sources of information and make referrals, where necessary
 - Provide appropriate up-to-date information
 - Help the client devise an action plan and set short-term goals
- Second session:
 - Recap on the tasks & goals from action plan 1
 - Update of relevant business activities
 - Discuss the marketing research findings, draft PESTLE and SWOT
 - Use a range of business tools to make decisions and solve problems
 - Provide appropriate up-to-date information, where appropriate
 - Help the client revise the action plan and targets, set new short-term goals
- Third meeting:
 - Recap on the tasks & goals from action plan 2
 - Receive an update of relevant business activities
 - Provide guidance in relation to change management techniques
 - Reflect on the action plan, the project and give business advice
 - Assess progress and performance against tasks and short-term goals
 - Prepare the client to exit business support package, set medium to long-term goals and an action/implementation plan.

Recommended duration of each session– 60 – 90 minutes

Costs:

3 x one hour business support meeting- £315.00 + VAT

3 x one and half hour business support meeting- £435.00 + VAT

Save 10% on the cost of meetings or sessions 2 & 3 if you book these dates in advance at the end of the 1st meeting.

Enterprise Solutions is the enterprise brand of Education Solutions Direct CIC