



THE SIGNS TO INDICATE YOU NEED A BUSINESS COACH

You have a good and solid business which you have built from the beginning BUT, if you are experiencing any of the signs below then it's time to speak to a business coach:

1. You never have enough time: There are so many things you know you should do to improve your business, help your customers or get the job done, but you never get a chance to do any of them properly. You are always rushing from one fire to another and constantly feeling like you are being pulled from pillar to post.
2. Never analyse the profit: One month finishes and blends into the next month and you never get around to analysing the previous month's results or plan for the next month's targets. You may know how much turnover your business has but profit or margin is something which eludes you.
3. Feel like you're out of Control: You feel like you have no control over the volume or type of work you do or your staff or your clients. You are constantly battling fires.
4. Bottling it up: You would like to have someone you can speak to, share the challenges and even ask for advice but instead, you just soldier on.
5. Taking the business to the next level: Your business seems to be doing well but you just don't know how to take it to the next level, increase sales, lower costs or maximise profits.
6. Everyone just agrees: When all ideas come from you and your staff don't initiate plans or seem to have ideas of their own, then it's time to speak to someone who can help.
7. Happiness eludes you: You want your staff to be happy, you want your business to be more profitable and you want your clients to be raving fans, but none of these things seem to be happening at the level you would like.
8. Always lack one: No matter how hard you work, freedom eludes you or money is lacking, or your staff are not making life easy. There always seems to be one or more things missing from your business / life balance.

If you can relate to any or all of these points, then it's time to speak to a business coach. The person must be successful in their own world, has run businesses and is recognised as an industry leader.

My team and I welcome the opportunity of speaking with you about taking your business to the next level and transforming it into your 'ideal' one. If you do not take the opportunity of discussing your success with experts, then your destiny is already set in stone.

Harry Pontikis – Business Advisor / Coach

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