

Build any  
business  
faster, easier,  
simpler!



Building a successful business is much more than just a great product or service and in fact, that often has little to do with how well it will perform. Some will say it's about the best at marketing that product, but it's even more than that. It's more often than not what you don't do, that causes the lack of success you have. Not the quality of the product or service.

The first real step is understanding. Where are you now, what could you be, where do you want to be. Just about any business could double in 12 to 24 months, in fact they're probably only a few steps away. This is the first step to identifying how to do that.

Mybusinessnow is about uncomplicating the fundamental things that every business regardless of size, type or location need to do, to grow.

Developing a set of skills that all businesses and their teams need. Having the integrated tools and systems at easy reach to business owners and their staff when they need, and the ongoing support to really take advantage of everything a business needs to grow.

**Welcome to Mybusinessnow.** people, planning, possibilities.

# GET READY: SIMPLIFYING THE BUSINESS REVIEW/ PLANNING PROCESS.

The fundamental objective of a business plan is simply to identify what you want to achieve and outline what needs to be done to achieve it and set achievable time frames and review points to know you're on track.

Business plans, depending on who they're produced for, can and sometimes should, include a huge amount of information. If your writing one to support financing a business project, your going to need more information than where you want to be in twelve months.

But for 90% of "owner and staff" situations, you know your business and the fundamentals about it, the key components needed are more about understanding how your clearly going to get your business to the next point you want it to get to and what's needed in terms of staff, skills, marketing, and product development.

All too often, most businesses owners simply open the door and start doing what they do and hope that it all goes the way it should and more often than not, it doesn't!

Less than 20% of all businesses do some form of fundamental business planning. Part of that is often it's just all too hard to go to the effort, spend days compiling all the information and then never look at it again. There's no surprise that coincidentally 80% of all businesses fail in the first five years, and the statistics don't get better.

The process has to be simple to do and quick to complete and easy to update and review. And it can be by simply eliminating the secondary components and focusing solely on the primary aspects that directly effect the businesses results. Keep in mind though, if your preparing a plan for a bank or advisor, than your going to need more information, because they don't know your business.

With over 30 years in business, by far the majority of my business plans revolved around a simple one or two page process of understanding some basic key information.

- What's going on:
- Customer and product/service review
- Key driver review. Things that directly effect attraction, retention and growth.
- Basic SWOT analysis
- Where are you planning to be
- Key driver review part 2: Changes to grow.
- Skills and training needed.

Clarity creates questions and it also forces you look deeper at key drivers and aspects of your business to ensure what your saying or doing is actually the right thing, it's done the right way or even clearly defining what you do, so your prospects get it fast.

A clear review of what your doing is the first step to understanding where you want to be no how you get there.

Simply complete the details of the of all seven sections and you are now miles ahead of 80% of other businesses. You have a plan! No all you have to do, is do what you said you'd do.

Welcome to Mybusinessnow.

## QuickReview360

What's going on now?	
Last 12 months turnover/sales	
Maximised potential. If your business ran at 100%, what would that number be?	
Lost potential, the difference between the maximised potential and what you do now.	
12 month objective. Turnover you'd like to achieve next 12 months.	
Average number of new sales/customers per month	

Customer and product/service review	
How many customers do you have:	
Regular	
Occasional	
What's the average spend of a customer	
What's the average frequency. How often do they come in?	
Top client review (the 80/20 factor)	
How many clients are in your top 20?	
Whats their average spend?	
Product/service review	
1	
2	
3	
Profitability	
Gross profit percentage	
Nett profit percentage and dollar figure last year	
Break even point (sales that cover costs)	

## QuickCheck360

Key driver review. Rate each section out of ten and what's the biggest challenge.	
Image	
Sales	
Service	
Staff	
Product	
Marketing	
Planning	
Management	
Data	
Money	

SWOT analysis	
Strengths	
Weaknesses	
Opportunities	
Threats, competition analysis	

## QuickPlan360

Where are you going to be, income, sales in:			
3 months		12 months	
6 months		24 months	
9 months		Futher	

Key driver review. What do we need to grow?	
Image	
Sales	
Service	
Staff	
Product	
Marketing	
Planning	
Management	
Data	
Money	

Skills and training review. What do we need to know?	

# Uncomplicate your business

New skills, integrated solutions, ongoing support

It's not just about what you do, make or sell, or how well you market it alone, it's everything. Everything has an effect and it's often the little things that make a huge difference to your business and its success.

**Uncomplicate your business now.**  
**Welcome to Mybusinessnow and business360.**



**Smart** People  
Planning  
Possibilities



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