Integrity Consulting Solutions- Tangible Approach, Real Results

Suite of Services Available for Foundation Repair Contractors

All modules below include:

Consultant site visit

Data Collection and Analysis

Reporting

Road Map for Future

Each module is built as a standalone complete program.

All sessions begin on a Monday afternoon and finish on Thursday afternoon with follow-up planning the week after.

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| Module A-Overall Business Health | Module BSales | Module C Operations and/or Production |

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| General Business Health and Growth | Sales Department Diagnosis and Improvement | Operations Diagnosis and Improvement |
| Day 1 Afternoon* Arrival of Consultant by 12n
* Lunch with principal stakeholders
* 1p Overall review of business
* Management introduction and Interviews
* Key Employee interviews one from each department
* 4p Day summary with owner
 | Day 1 Afternoon* Arrival of Consultant by 12n
* Lunch with principal stakeholders, owner and sales or estimating manager
* 1p Overall review of the sales function “How you currently do things in the sales department”
* Sales Management introduction and sales person Interviews
 | Day 1 Afternoon* Arrival of Consultant by 12n
* Lunch with principal stakeholders
* 1p Overall review of business
* Management introduction and Interviews
* Key Employee interviews one from each department

4p Day summary with owner |
| Day 2* 7a-9:30a meet with production at yard and ride to 1st job site and observe.
* 10a ride along with one of estimators to an appt.
* 12n Lunch with principals
* 1:30p Meet with office manager or accountant to go through books
* 2:30p meet with Marketing manager or agency to go through existing practices.
* 4p Day Summary with Owner
 | Day 2* 8a meet with salespeople during a sales meeting
* 10a ride along with one of estimators to an appt. and observe
* 12n Lunch with sales department
* 12n Lunch with principals and introductions
* 1:30p Meet with sales manager or owner to go through existing sales techniques and processes
* 2:30p get input from other dept. heads about sales
* 3p Day Summary with Owner
 | Day 2* 7a-9:30a meet with production at yard and ride to 1st job site and observe.
* 10a ride along with one of estimators to an appt.
* 12n Lunch with principals
* 1:30p Meet with office manager or accountant to go through books
* 2:30p meet with Marketing manager or agency to go through existing practices.
* 4p Day Summary with Owner
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| Day 3* Morning Consultant offsite preliminary data findings and preparation of report.
* Afternoon on site meet with dept heads and owner to ask what improvements they think can be made
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* 1p Afternoon on site meet with dept heads and owner to ask what improvements they think can be made
 | Day 3* Morning Consultant offsite preliminary data findings and preparation of report.

Afternoon on site meet with dept heads and owner to ask what improvements they think can be made |
| Day 4* 8-10a Present findings with stakeholders
* 10a-12n Discussion
* 12n-2p Walk through agreed upon changes to improve sales results, communication and other challenges found
* Consultant travel back
 | Day 4* 8-10a Present findings with owner and sales manager
* 10a-12n Discussion
* 12n-2p Walk through potential changes to improve sales results, communication and other challenges found
* Consultant travel back
 | Day 4* 8-10a Present findings with owner and operations manager or production manager

10a-12n Discussion |
| Week 2* Tues. morning via Zoom
* Consultant to Provide road map to achieve goals
 | Week 2 * Tues. morning via Zoom
* Consultant to Provide tangible road map to achieve real goals
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