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 B  Sales | 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 |
| 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 3   * Morning Consultant offsite preliminary data findings and preparation of report. * 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 |  |