

# BLONAY BUSINESS PLANNING DAYS

## LEADERS BUILDING FOR A PROSPEROUS FUTURE

**A day or half-day off-site/on-site with your team**  
for a **fresh look at the business** and a **health check on team dynamics**

**Run by an experienced management team workshop facilitator**  
**Supported by IT-based interactive tools or business modelling**

**You may be facing one or more of these issues:**

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- Need to find ways of reducing costs without undermining effectiveness or morale
- Need a clearer idea of vision and priorities for the organisation
- Pressures or conflicts may be affecting team dynamics
- Need more effective ways of planning – and keeping track of plans
- Feel out of touch with staff or customer perspectives

**My proposition includes a combination of the following to be agreed:**

- Time with you to set the aims of the “day”
- Meeting each member of the team, one-on-one, to understand their perspectives
- Research and data gathering as required, for a financial or business model to help support the discussions on the “day”
- Facilitating some or all of the discussions to meet the agreed aims
- Feedback to you on team dynamics and suggestions for improvements
- A report on the output from the “day”, including any agreed actions, milestones and accountabilities
- A follow-up session with you and/or your team 3-6 months later to check progress

### **My experience**

I have been a management consultant for 20 years, 12 years with PricewaterhouseCoopers and 8 years running my own business planning consultancy, often working on performance improvement or cost reduction issues with Boards or management teams.

### **Sample feedback I have received from clients**

*“Jamie led a business review project .[this] was successful in **improving profitability** across the company. [He] showed himself to be not only personable and hard-working, but a skilful facilitator and rapporteur who focussed participants on the key issues, and introduced additional resource appropriately”. Founder & MD, major UK gift retailing chain*

*“As a result of your involvement, we have sharpened our focus and I am pleased to report that we have **substantially grown market share**.., you demonstrated considerable skill in getting participants in the strategic discussions to identify and make trade-offs and as a result, **a conclusion was reached that all could buy into**” MD, building products company*

*“You brought discipline to our thoughts regarding future strategy in the way that we diversify our business to make greater and more profitable use of our manufacturing, distribution and design capabilities. This has led to a re-structuring of our business with **excellent results to date**”. MD, machinery manufacturer*

*“Jamie was instrumental in setting up the strategic review process with the Directors of the Company, facilitating the review and ultimately producing the strategic vision for the business... conducted himself with the **highest levels of professionalism, integrity and competence** and comes highly recommended” MD, FMCG company*

*“I believe the **whole day was a huge success** which in part was due to the contribution provided by you and your team” Director, software company*

*“The meeting was **great fun** and even succeeded in **clearing some of the undercurrents of bad feeling** ... that I mentioned to you at the beginning of the meeting; we are now **much more of a team than we were..**” Project manager, German sporting goods manufacturer*

### **Contact**

To discuss this further, without committing to anything, please contact me:

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