The Back to Work Programme

Soon lockdown will end and we will all be back in the office and trying to get back to "normal"
But what is normal?
And how do you approach this new world?
well here is a question for you, Knowing What I Know Now, what would you change about your business?
The Back to Work programme is a one or two day initiative aimed at helping you evaluate how you coped with the crisis and ensure you move forward better, stronger and able to adapt to our new environment.
Ideal for SME's, departments, such as sales and customer service teams and Sole traders

We will explore your culture
How did it hold up? Does it need to change?

Does your business need to change?
We will explore a strategy for change

Do you have a clear and definable brand and identity?
How has your brand faired? Does your strategic plan need to change?

Strong team, strong leaders
This extra day will explore personal development, sales and emotional intelligence

The Back to Work Programme will be hosted in your business, so no extra travel and we can discuss your individual safety/social distance needs to ensure an effective and safe session.
Demand for the programme will be high, so a small deposit will ensure your programme and we can confirm a date when lock down measures are reduced
To book your course call Andy Guile now 07960888001 or mail andyguile@askandyguile.co.uk

Back to Work Programme
Full details

Strong Culture:

- **Mission:**

Do you have a mission statement
How did it fare during the crisis?
Does it need to change, renew?

- **Values**

Did you live the values and did they support the team?
What are they now?

- **Vision:**

We will play the back to the future game, looking at your plan for the next 5 years

Physical Renewal:

- **Start, stop, more, less exercise**
- **Turbulence Disruption**

We explore the rate of change in and outside the business

Bundle of Resources
What do you have?
What are your talents?

Are you in the right market place?

- **Knowing What I Know Now?**

We will explore Staff, products, customers, overheads

- **Think Excellence**

When will you be the best at what you do
A1 PERFORMANCE, A1 RESULTS = A1 PROFITS

Do we have a clear and definable identity?

- **Brand**

We explore your key words
What others say about you
What is your promise?
What is your position?

- **7 critical questions for strategic planning**

What business are you in?
Define your product, effect, clients
Who are your customers?
What is your USP?
What is your 80/20?
What are your constraints?
Action!

Connect with other great companies

- **Collaborate/support**

Who can you work with in the future?

Day 2
Strong team and strong leaders

- **10 keys to success**

A 10 point plan to personal development

- **The sales cycle**

We work through the sales process step by step exploring your product, your customer's needs, communication skills, body language and much more.