

The Proven Way to Improve Your Bottom Line!

STERLING

Business Blueprint

FOR PROFITABILITY & GROWTH



BUSINESS BLUEPRINT

As businesses grow, they need access to business best practices they can easily adapt and use for greater profitability and growth. The Florida Sterling Council has created the Sterling Business Blueprint, which is a tool that provides information, models, and coaching to help Florida's businesses of all sizes, whether for profit or not-for-profit, survive today and thrive tomorrow.

The STERLING BUSINESS BLUEPRINT enables organizations to:

- Increase sales and profitability
- Increase growth and sustainability
- Improve relationships with customers and employees

How do we do this:

- Provide expertly facilitated sessions to identify your organization's strengths and improvement areas based on best practices in management
- Provide guidance on setting priorities and creating action and project plans
- Provide instruction on and access to business improvement tools and templates
- Provide interim remote coaching on projects as needed
- Provide optional follow-up coaching for further development

The BLUEPRINT sessions include:

- "Building your Business Profile" - who you are, what you do, and where you want to go
- "Building the Foundation" - connecting leaders, plans, customers, and measures
- "Building the Work Environment" - connecting employees, volunteers, processes and measures
- "Building the Business Improvement Plan" - your BLUEPRINT for success!

Getting Started:

Workshop Day 1 and Day 2 are scheduled approximately one month apart to allow time for project development and implementation. For maximum benefit at least two people from a business should attend. Workshop capacity is a minimum of 20 people (10 businesses) and maximum of 30 people at \$395 per person.

WHAT PEOPLE ARE SAYING:

"We used the Sterling Blueprint Customer Feedback tool and in return received targeted, amazing feedback from clients. Because of this feedback, we changed our marketing strategy and saw immediate results."

-JOHN MEDINA, *President of Greenways of America*

"We used the PDSA (Plan, Do, Study, Act) —in the first week it increased on-time reporting by nearly 100 percent, which resulted in higher revenues."

-KAREN MOORE, *CEO & Founder of Moore Consulting Group*



* The Florida Chamber of Commerce, the Jim Moran Institute, and Workforce Florida support this initiative.

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