

The Proven Way to Improve Your Bottom Line!



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:

Two one-day workshop sessions are scheduled approximately one month apart to allow time for project development and implementation. For maximum benefit, two people (including the senior leader) from each organization must attend (if multiple organizations are involved). If there is only one organization participating then up to 30 individuals in a team format can attend.

WHAT PEOPLE ARE SAYING:

"The Business Blueprint gave life to our mission and vision statements. They are not just words on a web site or above a doorway, we actually take them and use them as a tool to make our business more cohesive."

-WILLIAM DICKERSON, *President of Dickerson Landscaping*

"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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