



*Pretium* Solutions®

HOW WE WORK WITH YOU



## 1. LISTEN

We work in a close and deeply collaborative manner with all our clients. However, before we can optimise your business systems and processes, we need to understand two things.

Firstly we need to understand your business as a whole, including your management approach, business culture, ambitions and strategy.

And just as importantly, we need to know all about you. About what's really important to you. About what this business means to you and what you personally want to achieve; what are the outcomes that you desire, whether it be further business acquisitions or simply more freedom to do the things you love.



## 2. DIAGNOSIS

All businesses have weaknesses as well as strengths. If you want to sustain and grow your business, it's vital to address these issues before they threaten your chances of long-term success. A business health check is a key part of that process.

We go through the fine details to analyse where you currently are and provide you with an honest diagnosis. Once we have this we can move forward together to address your weaknesses and build on your strengths.

On the accounting services side of our business, we go in-depth to give you a real understanding of what your financial figures mean, and how to use this information to make immediate and lasting improvements.

However, we don't just look at the financials. We leave no stone unturned to get a true picture of your business operations and the key drivers of the business.



### 3. MOMENTUM

As we begin to think about your long term strategy, we simultaneously action some short term success for your business. We call this quick wins. We understand today's business landscape, and that to achieve your long term objectives you need a few runs under your belt.

So as part of our overall strategy, we implement a few strong moves you can action immediately to bring momentum into your business. It's been proven time and time again that you can use quick wins to write your success story in a way that connects your employees to their own progress within your business.

In fact, recent research has found that when people see incremental progress in their work - and celebrate those small successes - they're more productive, engaged and creative.



### 4. PLAN

You start here, today, with certain resources and abilities. You want to get to a 'there', a point in the future at which time your business will have a different set of resources and abilities as well as greater profitability and increased assets. Your plan shows how you will get from here to there.

This plan, or action plan, is a list of sequential activities and well-defined steps that outline the most important priorities to focus on so you can reach your business objectives. Having an action plan in place will also help you move past those moments of self-doubt that threaten to stall you. As you meet one objective on your plan at a time, you will gain the necessary traction you'll need to succeed.



### 5. FOCUS

Our approach isn't simply a matter of sitting back and telling you what to do. We work with you to establish your scope, objectives and milestones, guiding you through the implementation of key action items.

We keep you focused on what's important. We partner with you to monitor the effectiveness of your strategy to ensure it is achieving the desired outcome. We believe that unless the progress is monitored, being off focus by a small amount can mean that you end up at a very different place than where you intended to be.



### 6. SUCCESS

At the end of the day it's all about growth. And with a solid grasp of your financials and goals our experienced management team are committed to working with you to ensure you reach your business objectives within budget and ahead of forecasts.

At Pretium Solutions we work together at every stage of your business journey. We're here to offer expert advice, to rationalise your ideas, and assess your feasible options when faced with key decisions. We have a team of passionate, skilled problem solvers who can assist in matters relating to achieving strategic clarity as well as structural and operational efficiency.

And it's all of the above that will help you reach your business goals and reach the kind of success you set out to achieve.



### 7. FREEDOM

In the beginning we asked about your personal goals. About why you went into business in the first place. What were you trying to achieve?

At Pretium Solutions our aim has always been to provide you with the expert resources to accomplish your business goals and enjoy the rewards you have always intended to realise. And for many, that's the freedom you can now enjoy as your business processes and systems work without your daily intervention.



## READY TO GET STARTED?

Make an appointment with us to start your business journey.

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