

ANOTHER LEVEL BUSINESS

Functional Excellence & Business Growth

Developing Professional Excellence
& Navigating Sustainable Growth



enrich
you[®]

Enabling Sustainable Performance | One Person at a time | One Team at a time | One Business at a time

Preparing your business for growth

Welcome to Enrichyou. This brochure will provide you with a five-minute overview about the proven process of development that has formed directors, business owners and their teams over the past 20+ years to run businesses that can thrive under freshly inspired leadership principles and skills. The leaders and teams we develop are of all ages, backgrounds and experience, but have one thing in common – a determination to forge their own future, drive through any challenges facing their business, and build value and economic success for the future by providing the best products and services available.

Sustainable Business Intention

As director of your business, you will want to develop people in your team to think, speak and act from integrity, and with the intention of 'sustainable into the long term'.

Systemic Integrity And Excellence

With the foundation value of integrity, all people in the business will grow to levels of excellence and go on to experience the fullness of life and work combined.

People In Partnership

A culture of 'top-down dependency' will ultimately restrict any business. You will learn how to transform the limitations of 'top down management' into a culture of 'people in partnership'.

Leader In Your Field

Accelerating business growth and development is achieved through directors who want to invest in their future business success by investing in themselves and their management team. As your people grow to new levels of capacity, capability and creativity, your business will inevitably grow too.



“No matter how competitive the market, there is always room for the best”



An enviable track record...

- ✓ £350+ Million of client recorded value-add
- ✓ Businesses transformed into living partnerships built on a systemic culture of integrity and sustainability
- ✓ 100s of directors developed to deliver sustainable economic value
- ✓ Businesses of all sizes enabled onto sustainable growth paths
- ✓ 100% achievement on client requested outcomes, or your money back!

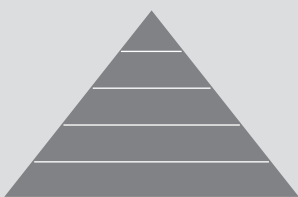
Over 20 years of transformational development

Our clients frequently tell us that they don't want the traditional academic classroom, business school or institutional learning and development experience. They already recognise that their long-term trading position is potentially unsustainable, or that quick-win opportunities are potentially being lost. Therefore, the level of business support required needs to be practical, hands-on, flexible and have immediate impact across the organisation. Directors and senior managers alike must come to accept and understand the principles of sustainable business thinking if they are going to build long-term value and drive their business onto a stable road of ongoing commercial success.



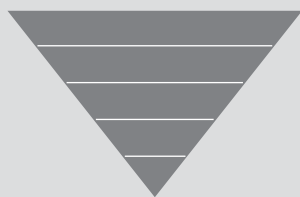
Transform your business and your future

Unsustainable



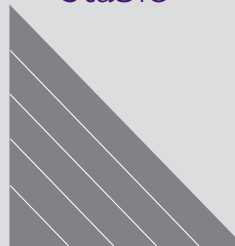
Traditional thinking, where the organisation is run 'top-down' through numerous layers of management and communication.

Unstable



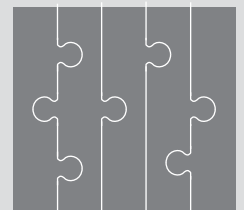
Reality thinking, where the CEO/MD or business owners are balancing most responsibility, but where management and communication is still achieved through a traditional management mindset.

Stable



An enlightened reality, where the CEO/MD or business owners have a stable management and communication structure, but where 'real' shared responsibility is still elusive and unattainable.

Sustainable



A sustainable system, where managers become leaders who take on full ownership and accountability for their function within the business, working with the directors in a reality of 'sustainable thinking' with long-term, successful outcomes and business solutions in mind.

Functional excellence and business growth

TEAM DEVELOPMENT & BUSINESS SCALE-UP

Like many growing businesses, if you're at the "we plan to double in size" stage, you are embarking on a phase of business growth and development that is fraught with risk and often described as 'riding on the back of a tiger'!

Building a team and resourcing them with the resilience and skills to manage day-to-day trading whilst delivering on ambitious growth targets at the same time, makes this a critical time for any organisation.

Enrichyou can help you develop your team 'on the job' to assure capacity, capability and on-top-of-role outcomes at this exciting and strategically important time for your business.

INNOVATION & CREATION

Whether new or established in business; product, service and systems innovation are an essential part of any sustainable growth strategy. The cash-cow products and services of today can quickly become the liabilities of tomorrow unless the management team have a constant eye on the future.

Learning how to assure the value-chain (working back from the customer) and staying ahead of the competition is core to business sustainability. Enrichyou will help your team to understand and engage in the innovation process and to constantly reimagine how products and services can be delivered into the future, in order to assure value along the road ahead.

SUSTAINABLE BUSINESS GROWTH

Long-term intent and systemic thinking around business ownership, governance, leadership, people development, innovation, sustainable trade, integrity systems and wellbeing are just some of the things that make up a sustainable business.

Our Sustainable Business Management System™ has been designed and developed over 20+ years to offer every business a roadmap and template to their own commercial sustainability and can help your business avoid the cycles of feast and famine we see in so many other businesses today.

Ask one of our directors about a free business sustainability report.

“It's about making decisions today that will add value to the business tomorrow”

Enabling sustainable performance

Enrichyou UK develops owners, managers and business leaders who are not self-interested, but work for the common good; and understand the economics of 'enough' versus the unsustainable and false-economy of 'more, more, more!' Growing a business and trading sustainability in no way translates into a lack of ambition; on the contrary. It is, however, about avoiding the short-term thinking of boom and bust that threatens many businesses today.

Although this style of development has been likened to 'a hands-on MBA', Another Level Business isn't about studying for an academic qualification. Our clients tell us that they are looking to achieve 'actual' results - so the aim is to provide practical vocational development, skills and competencies that achieve real outcomes within the specific context of each role and business situation.

Economic Sustainability

Learn to understand that creating wealth and financial wellbeing has less to do with money and far more to do with being experts who serve value from the DNA of their business offer.

Transformational Leadership

Managers and leaders are developed to get to the heart of issues and get to the root of problems by asking fundamental questions. The capacity for wisdom and systemic solutions that work for everybody soon become ingrained as second nature.

Performance-led Development

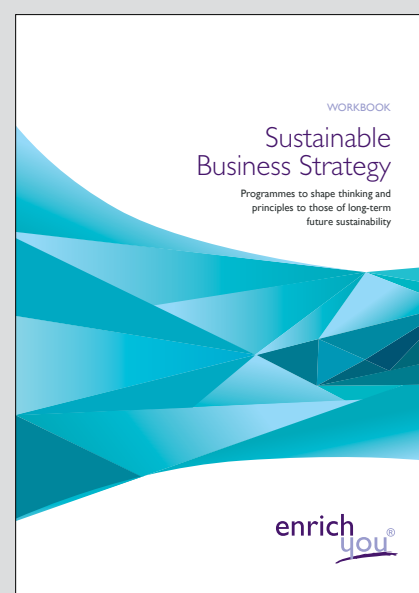
Our programmes are delivered in such a way as to make the development process unique and personal to each individual in their role. We aim to unlock the full potential within each person and help them channel that learning to grow their part of the business profitably and sustainably.

Highest Business Efficacy

Enrichyou has been pioneering high-efficacy business programmes since 2001 and has enabled owners and business leaders to make significant and positive differences to the integrity of business life without compromising on financial success.

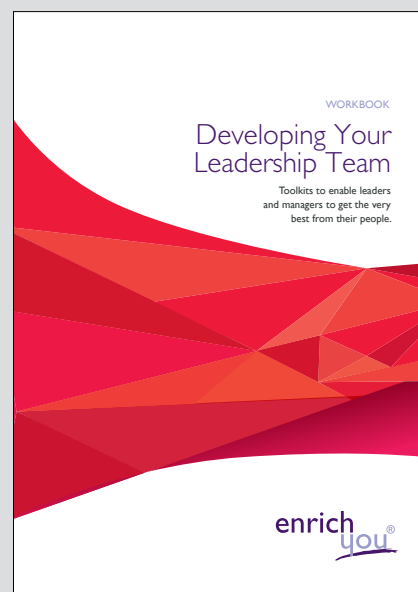
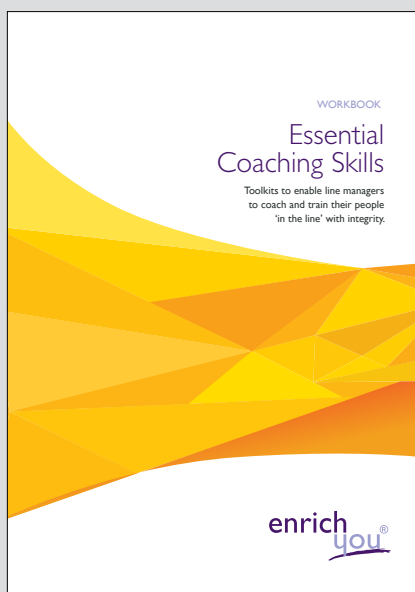
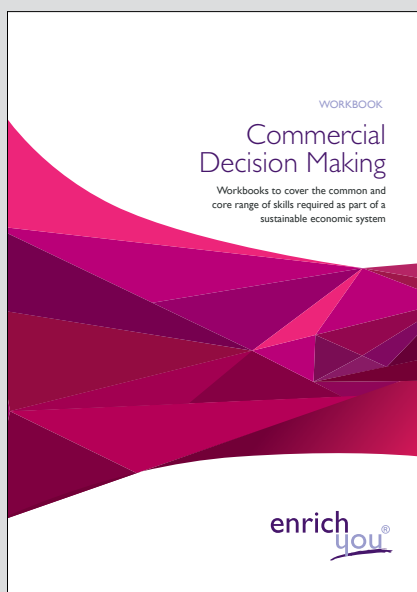
Development for you and your organisation...

Directors and those in senior positions need a complex blend of skills, behaviours and confidence to face the challenges of running a business or organisation in the 21st century. Another Level Business development takes each person through the design and implementation of a professional development plan based on the facilitated identification of their unique blend of strengths and weaknesses – and then through a period of business aligned, project-based development and learning. We use modular development and accelerated learning techniques to deliver the highest efficacy, tailored specifically to business needs and outcomes. There is the option for one-to-one coaching in between the group learning and development sessions. This level of development can also sit alongside our other programmes and business consultancy services.





Below: An example of some of the materials used





The market leading, intention-led principles of running a sustainable business

Sustainable, Intention-led Outcomes

Owners, directors and managers must learn to understand the universal realities of commercial life – particularly the impact of wisdom and truth. Thinking through a strategy at the level of ‘generational impact’ requires a totally different mindset and skills to that of managing short-term projects and outcomes.

People In Partnership

Every owner, manager and business leader must understand and accept that integrity is the glue that binds their business, their staff and their supply chains together for the long term. Mastery of behaviours that instil long-term working partnerships throughout their organisation is a foundation stone of this methodology.

Market Leading Products & Services

Both you and your management team will come to find an utterly unique product, service or market position that no-one else quite knows how to serve like you do. You will learn to understand the ‘real’ value in your hands and how to unlock it commercially now and into the long term.

The 10 Sustainable Business Principles

Your management and leadership team will learn to run their part of the business to a set of principles which support and serve the intentions of integrity and sustainability. These ten principles will cover all tenets of business – but at a level and in a way that is not currently taught in mainstream or traditional business schools. You will get to learn them all as part of this development.

Choose the delivery style that suits your business

Team Development

This development is designed to work alongside a board or a senior management team within an individual trading entity or business unit. Working on a clearly defined professional journey or business improvement project, development can be delivered on-site or off-site.

The team can choose a scheduled or flexible programme of 'little and often' development (typically over a 6-18 month period), working individually and together in shared learning experience and in a 'live' business context. Each person will also receive one-to-one coaching and development, as required, to ensure that they can fully assimilate and implement skills and learning into their role the very next day.

Additionally, we encourage each team to bring a key business development or improvement project. Shared vision and strategy will bring that project to life with integrity and sustainability over the course of the process.

Another Level Business is designed as an investment that gives you a guaranteed return from the very start and will add significant value to your business for many years to come.

One-to-one Development

The content of our director/senior-level development programme covers all the same elements as team development, but has the ability to be fully bespoke to your personal, professional and business development ambitions. Ask for details.

As with all our development services, we guarantee that the cost of learning will more than pay for itself as part of a key development project – or your money back!

Three steps to choosing Another Level Business

We have developed a low-cost, low-risk initial pathway for you to test-drive this service for your business.

Step One

Book a 'discovery' phone call, or come to one of our regular workshop or masterclass events.

As the company director or decision maker, we can arrange an initial no-obligation 'discovery call' with one of our directors to assess the business and professional development needs within your organisation and explore the suitability of this service against the comprehensive suite of business management and leadership development programmes we have available.

Alternatively, you can book onto one of our frequent webinar events to get hands-on experience of how this level of development could benefit your business and management team.

View our events page at:
www.enrichyou.co.uk/events

Step Two

FREE half-day meeting and 'Test Drive'

Arrange a meeting and free 'test-drive', in which we demonstrate the essence of Another Level Business and help you understand the depth and levels of development needed to achieve consistent business growth and long-term commercial success through your management and leadership team.

At the end of the session we will help you decide which approach is right for your business and level of ambition. We will then provide you with a formal proposal for ongoing or project-based development.

We guarantee that you will end up clear, motivated and able to choose the right level of development wisely.

Step Three

A low-cost first phase start to introduce the programme to the wider team

From governance to finance, innovation to sales and everything in between, our proven methodology of step-by-step 'little and often' development will introduce new and profitable business principles into your working culture and everyday thinking from day one of the programme.

- ✓ Learn to unlock the capacity, character and capability of everyone in your team for maximum pace and high-value business growth.
- ✓ Create the vision to design and develop an innovative business project, that can be implemented and demonstrated to benefit the business from day one.
- ✓ Through the lenses of responsibility and accountability, grow the skills and confidence across your team to know that the business can trade profitably into the future from a position of long-term sustainability and commercial strength.



Summary

We have created the ultimate business development and growth programme for directors who want to run their organisation under an intention of integrity and sustainability with the potential to maximise value and pass on a worthwhile business legacy into the future.

Another Level Business is designed to transform you and your management team into a united leadership who are able to vision and translate their business objectives into action for the long-term. It also forms each person to deliver their own role and business objectives based on the ten sustainable business principles and with the highest efficacy, so that integrity, excellence and the practice of 'people in partnership' are achieved to propel the business into the future.

Importantly, implementation of a major project during the programme adds economic value as part of the learning methodology so that the development process becomes an investment, rather than a cost. The 'three steps' allows you to test-drive the programme gradually so that informed choices are being made at every step along the way.

What to do next

Contact us today to book your 'discovery call' or FREE half-day appointment with one of our directors at a location convenient to you.

Telephone:
01733 645001

Email:
enquiries@enrichyou.co.uk

“Wanting is not enough... to achieve, we must do”

**For other development services
please visit our website
www.enrichyou.co.uk or email
enquiries@enrichyou.co.uk**

- Organisational-wide leadership and culture development
- Team transformation and development programmes
- Performance management
- Leadership and management role development programmes
- Director-level development
- Board formation programmes



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