

Turn Growing Pains into Future Gains

If your business is growing and suffering from one or more of these problems, we can help:



1	Reduced staff effectiveness , because people don't have time to do everything properly
2	Lower profitability , because hidden costs rise and margins aren't fully monitored
3	Frustration amongst staff and management , because the team doesn't have clear guidelines on their goals or how to achieve them
4	Wasted money on marketing and that attracts the wrong type of clients , because the marketing and sales plans aren't documented or don't reflect the goals of the business
5	Difficulty adding new team members , because there isn't a clear definition of tasks and responsibilities and job descriptions aren't accurate
6	Over-reliance on top management to bring in more new customers , because there isn't a solid marketing plan or a plan to delegate sales activities
7	Low staff morale and engagement , because the original team feel distanced from where the business is now going, and maybe communication has deteriorated
8	Low conversion of sales opportunities to paying customers , because there isn't a sales plan that maximises the sales effort, and top management don't have time any more to follow up all the leads
9	Missed opportunities for innovation or business improvement , due to poor planning practices and lack of accountability
10	High recruitment costs (both direct and hidden) , due to poor selection processes and lack of readiness within the business for the new person to be fully productive
11	Ineffective financial management , because current financial insights aren't available to guide decisions, and key performance data is not integrated within the business
12	Lack of personal time and balance for the business owners , because they are heavily integrated into all key processes within the business and can't leave it
13	Wrong decisions are being made , due to insufficient knowledge and training of both staff and management to cope with the greater/faster demands of the business
14	Increased miscommunication within the team , because of poor communication skills and misunderstandings resulting from the increased workload in the business
15	Underperforming staff , due to lack of coaching and support from their manager
16	Increased risk of failure , because insufficient time and attention is paid to addressing obstacles and creating a sustainable path forward

Do you recognise any of the Growing Pains in your business?

If you feel you might benefit from an obligation-free meeting to identify the best steps you can be taking to overcome these common business challenges and ease your growing pains, we can help.

Director of Vectis, Stuart Ayling, has worked in and for international organisations, local businesses, family-owned operations and national companies operating Australia-wide and overseas. He has worked with hundreds of business owners, management teams and employees to identify improvement opportunities, introduce effective business development activities, and produce tangible returns for clients.

Request an obligation-free meeting at www.vectisadvisors.com.au/contact/

Meetings are available in person, by phone, or video call.

