



Our Focus is on Growing Companies™

Review and Recommendation

From where you are to where you want to go – and how to get there

The Review and Recommendation is a process of discovery for companies seeking a growth strategy and implementation plan. Whether your company is **stuck, not growing fast enough, or needs help defining and capturing new opportunities**, the facilitated Review and Recommendation process gives you a comprehensive look at the issues you are facing and arms you with a step-by-step plan of action items to achieve the breakthrough results you desire.

Companies typically engage SGP to address one or more of the following situations:

- ***We are stuck:*** We're not creating impact and we're not growing. Top-line revenue is stagnant, not increasing fast enough, or is in decline. The returns from bottom-line improvement efforts are diminishing. There must be more—we just don't know how to achieve it.
- ***We are percolating:*** We are tinkering with the idea of launching a new product, service, division, company, or acquisition, and we want help thinking it through.
- ***We've hit a wall:*** We know what the problems are, but we don't have the answers internally. We need a new perspective, outside expertise, objectivity and facilitation.
- ***We're burned out on consultants:*** We've grown weary of endless and meaningless hyperbole from "branding experts" who don't know a thing about business, or from walk-away management consultants who point out the obvious and then...walk away.

"Smith Growth Partners has become our trusted advisor. Their work positioned us to achieve—and to continue achieving—our ambitious goals." - Chuck Faughnan III, Chief Operating and Financial Officer, Bridges Consulting, Inc.

What's the Process?

The **Review and Recommendation** identifies where you are in *The Organizational Growth Process* and defines the steps to get your organization to the next level.

Where are you in the growth process?

- **Lost:** We're having trouble defining our offerings and our markets.
- **Clarity:** We know what we want and who we have to be, but we don't know the steps necessary to achieve our goals.
- **Focus:** We have clarity; we've developed an informed strategic plan, inventoried our resources, and know what to do and when, in order to achieve our goals.
- **Impact:** We have focus; we're interacting with the market and gaining insight into what is working and what is not. We're adjusting our actions to make positive changes.
- **Growth:** We have impact; we're achieving what we declared for ourselves.



The Organizational Growth Process

"Smith Growth Partners weren't just about getting it done; they were about getting it done right. They don't settle. The results are solid guideposts to use for the life of my company."
- Rick Crane, CEO Go Evolution

What Should We Expect?

The Review and Recommendation is a 2- to 5-week process, depending on your organization's communication paradigm. Our experienced growth strategy advisors facilitate breakthrough sessions directly with your company's leadership in a series of half-day, on-site intake sessions. **Expect breakthrough thinking** (from your team and ours) and actionable recommendations (including timelines and resource identification) that will generate a positive impact on your growth goals.

What's the Investment and Return?

A typical **Review and Recommendation** engagement ranges between \$10,000 and \$15,000, depending on the complexity and commitment of the organization (and thus how long it takes to reach breakthrough). Clients appreciate enormous improvements in how they think of themselves, their organization, and their market, as well as marketing opportunities and go-to-market strategies. Often the objectivity, creativity, experience and facilitation skills that Smith Growth Partners brings to the table enable clients to "take it from here." When they need additional support in growth strategy planning and implementation, they bring in **Smith Growth Partners** as ongoing advisors.

Are you seeing the results you want? SGP clients are. To get clear on the positive impact we create with our clients, visit www.SmithGrowthPartners.com to read our case studies. To discuss your company's future – and what stands between you and it – please contact a Smith Growth Partner.