



The Business Empowerment Range™

Key Performance...

How?

Introduction

- Who we are
- In this presentation we will look at:
 - What is key performance?
 - Assessing your key performance
 - Scoring your performance
 - Taking action
 - An ongoing review
- How The Key Performance Toolkit™ works
- How to proceed



Who We Are

- **We are a business advisory practice committed to helping clients using empowerment approaches**
- **We are fully trained in the use of The Key Performance Toolkit**
- **We are accredited members of the international group of The Association of Accredited Strategic Planners (AASP)**

What is Key Performance?

- **Every business has areas of performance that are fundamental to achieving success**
- **Some areas affect performance more than others**
- **Key performance constitutes several layers in most businesses**

Assessing your Key Performance

- To improve performance we need to...
- Understand Key Impacting Factors
- Drill down through each level of performance
- Assess where you are now
- Target for improvements
- Agree action plans
- Agree review processes

Scoring your Performance

- **To improve performance you need to target**
- **Targeting involves comparison to where you are now**
- **The starting point is to score where you are now**
- **Then to target improvements**

Taking Actions

- **All planning has little value if planned actions are not implemented**
- **Your Key Performance Toolkit session will include clear actions to follow**
- **It will also include an agreed review process**

How The Key Performance Toolkit Works

- **A Key Performance Toolkit session lasts less than half a day**
- **Either all the business owners or selected management team members need to attend**
- **The product is operated in strict order**

How The Key Performance Toolkit Works

- **None of us in business like to be told by others how to run our business**
- **We know that we have a deep understanding of our business and its key performance**
- **Therefore, the key must be to:**
 - Ask you the questions**
 - Ask thoughtful and insightful questions**
 - Ask these in a structured manner**
 - Assess and score**
- **That is, empower you to feel more in control of your key performance**



How The Key Performance Toolkit Works

- **The key to key performance is to:
'Ask the right questions of the right people to get the right answers'**
- **No one knows as much about your business as you**
- **You are the right people!**
- **The key is to ask the right questions**

How The Toolkit Works

The product consists of 9 sections:

- **Visual presentation**
- **Identification**
- **Key impacting factors**
- **Key impacting factors assessment**
- **Key impacting factors priority**
- **Key performance score**
- **Management information systems**
- **Action plans**
- **Review process**

How The Toolkit Works

- **Each module is covered in full, and in order**
- **You drill down through each level**
- **You agree what actions to take**
- **You then agree a review process**
- **You receive a full colour Key Performance Plan**

How to Proceed

- **You may be totally confident there is nothing more you can do to improve or understand your performance key factors**
- **Alternatively, you may want to know more, in which case please ask us whatever you want**
- **Or you may simply wish to go ahead and book your session**



The Business Empowerment Range™

Key Performance Toolkit



'The art of being wise is the art of knowing what to overlook'
William James