

COMPLIMENTARY SEMINAR

# Three key strategies and tools to supercharge your business's performance and profit ...

eNZyme<sup>3</sup>

Business Performance Supercharger



INTELLECTUAL ASSET MANAGEMENT ... COMPLETE CUSTOMER EXPERIENCE ... PEOPLE PERFORMANCE MANAGEMENT ... ANALYSE ... DIAGNOSE ... PLAN ... ACTION

We think it's so important that you know what our research has revealed that we are bringing you this sponsored introductory seminar

## FACT: There are performance & profit opportunities hiding right before our very eyes. Register now to discover fresh strategies specially designed for Kiwi businesses.

Despite being clever and hard working, we Kiwis have to work much longer than our peers in other countries to earn each dollar. That just didn't seem right to us at *Forté Management* - so we set out to discover why. What we uncovered revealed key opportunities that most of us completely over look. Of course there are the usual barriers - distance from market, small size and capital scarcity being three - so we work longer and harder instead. But, and it's an important "but" - we also engage in patterns of thinking and behaviour that lead to us manage our businesses, engage with our customers in ways that, despite our good intentions, inadvertently let significant amounts of value slip through our fingers. Surprising amounts! The next thing was to figure

out what to do about it. Based on thousands of hours of our own and others' research and decades of practical experience, we distilled out the three strategies that we believe offer the best "bang for your buck". We've packaged those into the **eNZyme<sup>3</sup> Business Performance Supercharger** - three strategy tools\* to help you first make the right diagnosis - to get a very clear picture of the challenges and opportunities from a fresh perspective, to build the best possible business model and value proposition - and then wrap that together into a cohesive customised plan of action to create new revenue streams, build profit and grow shareholder value.

\* 1. Intellectual Asset Management; 2. Optimised People Performance Management; 3. Build the Complete Customer Experience.

**7-9pm, Tuesday, November 8, 2011**

### Also at this seminar

The Marlborough Chamber of Commerce will show you how easily many businesses can access New Zealand Trade and Enterprise Management Capability Development funding for 50% of the cost of eligible training and coaching up to \$5,000 in any year.

### Register now - places are limited

Make your complimentary booking by calling Fanelow Bell Human Resources on 579 4794 or email the names of those attending to [tony@forte-management.co.nz](mailto:tony@forte-management.co.nz). We will email you your complimentary registration confirmation.

### More information

Phone Tony Smale on 0274 967 821 or email [tony@forte-management.co.nz](mailto:tony@forte-management.co.nz)

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# Advice, strategies & tools to supercharge business performance & profit ...

Specially designed for  
Kiwi businesses that want  
to stand out from the crowd



## Consulting and Training services from **Forté Management** to help you build your business ...

**eNzyme<sup>3</sup> Business Performance Supercharger** - Intellectual Asset Management, People Performance Management and Complete Customer Experience - three strategic tools developed by **Forté Management** based on their own and other's research showing these are the three things Kiwi firms can do to get the best possible returns on their investment of time and money.

**Business Performance Diagnosis and Planning** - comprehensive review of your business aimed at optimising integrated continuous improvement of strategic innovation, business processes, customer relationships and financial management. Analysis, diagnosis, planning, action.

**Fresh thinking** - if you want to get what you've always got then you're probably better to look for a different consultant. But if you want to tune into the fast changing world with fresh perspectives, fresh ideas, fresh business performance, then talk to **Forté Management**.

**General management** - all your management consulting needs for every aspect of your business's management and performance.

**Database marketing** - specialist database marketing to build the ultimate powerful customer communications.

**Training and coaching** - a suite of training and coaching services covering business strategy and planning, customer and stakeholder relationships, sustainable management, business processes, strategic innovation processes, and mindset culture & business performance.

Call Tony on 0274967821  
or email [tony@forte-management.co.nz](mailto:tony@forte-management.co.nz)

## What people are saying about **Forté Management**

**"Excellent, relevant, timely and important"** (Referring to **Forté's** work on national culture and Kiwi business)  
Peter Townsend, CEO Canterbury Employers Chamber of Commerce.

**"A different and great slant" and  
"My favourite presentation"**  
Participants feedback Incite 2010 Christchurch.

**"I thoroughly enjoyed yesterday's seminar and found you to be an excellent presenter"**  
Unsolicited feedback "Improving Performance Workshop" 2010 Blenheim.

**"Thanks again for a really interesting talk!"**  
Unsolicited feedback "Thinking about how we think about innovation workshop" 2010 Wellington.

**"The Progress Marlborough Strategy produced under Tony's direction remains the exemplar for regional economic development strategies."**  
Professor Paul Dalziel, Lincoln University.

 **Forté MANAGEMENT**  
business & economic development advisors

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