



# YOUR BUSINESS SUCCESS<sup>®</sup>

GROUP COACHING PROGRAMME  
FOR PRIVATE PRACTICE



## BUILD A HIGH PERFORMANCE PRACTICE OVERNIGHT!

A 52 week program that combines your industry expertise with a formula for achieving personal success, practice growth and profit.

[WWW.INDIGOCONSULTING.COM.AU](http://WWW.INDIGOCONSULTING.COM.AU)

# PROGRAM OVERVIEW

Your Business Success<sup>®</sup> is a 12 month practice accelerator program designed to supercharge your practice, improve and empower your employees, and re-inspire you – the practice owner! The course challenges participants to work practically ON their practice, and free themselves from working IN their practice. Success is not created by chance. We will show you how simple it can be to achieve your business and life goals.

Do you feel like your practice should be performing better? Do you feel like you are working harder than everyone else? Do you wish you had like-minded people to help you make important practice decisions? Are your staff in need of motivation? And most importantly, do you dream of running a practice that doesn't rely on you!?

Then it is time to act. What do the best athletes in the world have in common? A coach. So why shouldn't you for your practice? Every month you wait is potentially costing you \$1000's and the lifestyle you deserve as a practice owner.

**Invest in yourself and be rewarded**



## MAKE BETTER BUSINESS DECISIONS

By joining the Your Business Success<sup>®</sup> Program, you will be alongside other like-minded practice owners also participating in the program. This group will become your very own advisory board. Share ideas and solve practice issues by leveraging off their experiences, mistakes and successes.

## DOUBLE YOUR PRACTICE VALUE

Only 13% of practices are prepared and ready for an eventual exit. At some point, you will need to exit your practice, and this should be the biggest financial event of your life... 'should be. By owning a practice, you own an asset that could be worth millions. Are you in the 13% that are prepared and ready?

# OUTCOMES

Your Business Success<sup>®</sup> will accelerate your know-how, ignite your passions, challenge the status quo and redefine your practice and life expectations.

## TRANSFORM YOUR STAFF INTO ASSETS

Create the right team to get you where you want to go. 70% of staff are not engaged in the practice they work in. Disengaged workers are three times more likely to call in sick, but other expenses accumulate too; missed opportunities, reduced productivity, and the impact of stress on colleagues and business owners who are forced to pick up the slack.

Australia boasts one of the highest disengagement rates on the globe. This is why we will show you how to transform staff from being your single biggest business cost, into being your biggest practice assets.

As part of the Your Business Success<sup>®</sup> program, you are invited to bring key employees to each session. We will empower them to think like a practice owner, and inspire them to implement the practical course work on your behalf.

## SAVE 20 HOURS OF YOUR TIME PER WEEK

Build a practice that can run without you. Running a practice doesn't have to be chaotic and stressful, and you will be surprised how simple strategies will save you HOURS.

"When a small practice is systemised the owner has the power to transform any small practice into an incredibly effective organisation."

1. Save yourself time - we have seen up to 20 hours per week! Get more done, faster, so you can spend more time working on the practice, rather than in it.
2. Energy. If you have more free time on your hands, maybe a holiday would be good.
3. Money. Systemising means fewer mistakes which mean less money rectifying them.
4. Less Stress. You are more in control so your stress levels will drop naturally.



# COACHING PROGRAM



# PROGRAM SNAPSHOT

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## 12 CRITICAL STAGES TO YOUR BUSINESS SUCCESS®

A sophisticated and practical group coaching approach

### PRACTICE ASSESSMENTS

Participants undertake practice assessments to benchmark their performance against best practice in key areas. Receive insightful reports outlining gaps and suggested actions for improvement.

### FACE TO FACE GROUP WORKSHOPS

Each month the practice is immersed in a new hands on area designed to increase practice success. Each practice will keep the other accountable for their monthly performance and the strategies they implemented over the previous month.

### SHARING IDEAS AND SOLVING PROBLEMS

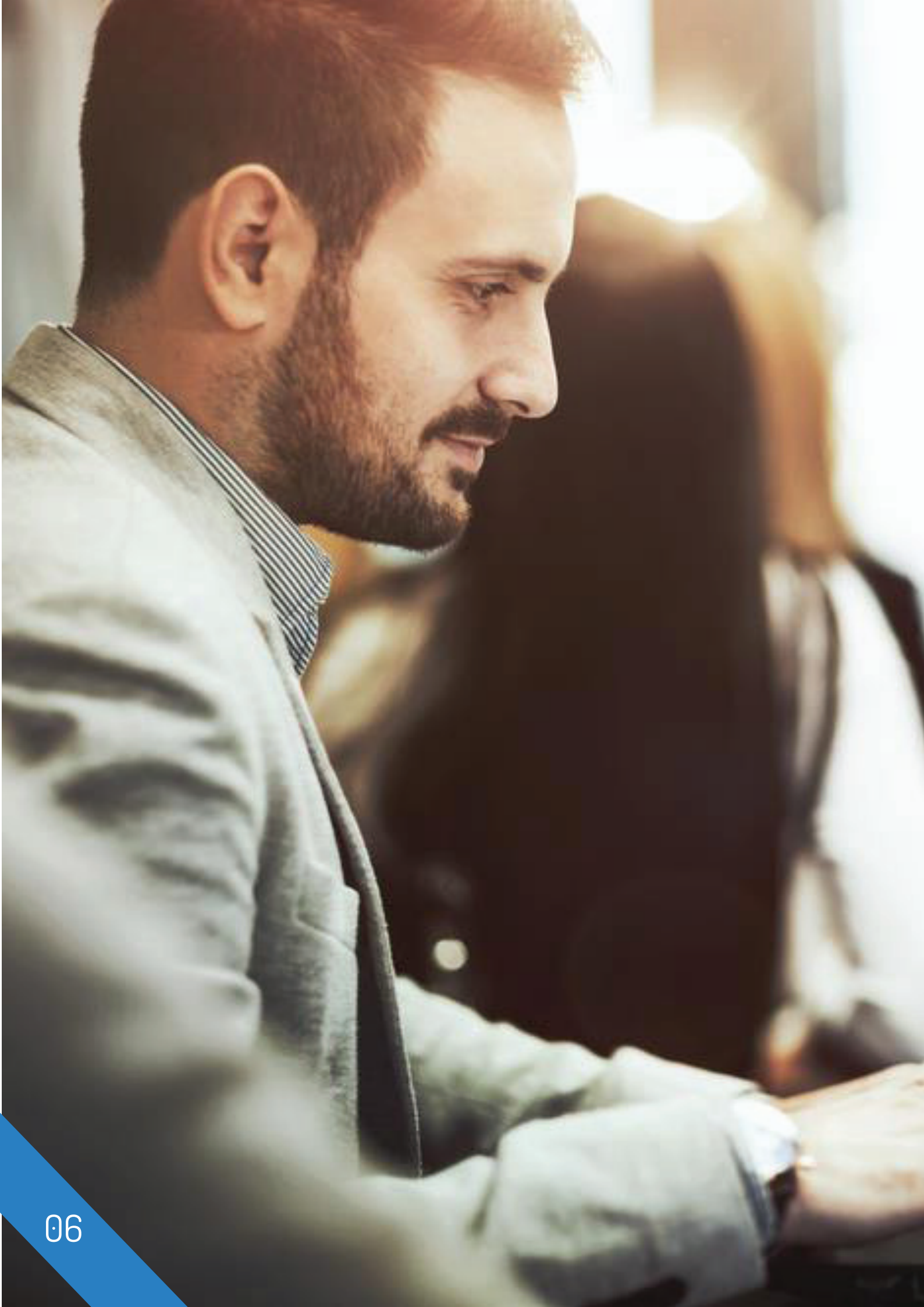
The program involves monthly “highly engaging” meetings with groups of practice owners and their key employees. Practices share ideas and solve issues learning from each other and our professional facilitator’s experience.

### GROW WITH CLOUD TECHNOLOGY

Each practice will be provided with state of the art practice technology. This will help diagnose barriers in practice operations, and plug in systemised solutions to them. These systems can save participants up 20 hours per week!







# A TURN-KEY SOLUTION TO REACHING YOUR PERSONAL AND PRACTICE OBJECTIVES

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## Knowledge + Technology is the platform for success

By joining the Your Business Success<sup>®</sup> program, you will receive over \$8000 of the latest in cloud based practice software.

We will train your key employees to use it on your behalf. This will simplify and fast-track the implementation of the 12 critical stages to practice success.

Consider that less than 10% of strategies are successfully implemented and 70% of CEO failures are a result of poor execution.

This is why we have invested in the leading suite of practice technology. Build the platform needed to achieve personal success, practice growth and profit.





# THE PRACTICE RETURN ON INVESTMENT

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When you are considering making an investment, it is normal to want to know the Return on Investment.

‘Will this program be a good financial investment?’

The simple answer is this – as long as you put in the effort and follow the steps, this program will more than pay for itself financially within the first year.

By year two, the results will speak for themselves!

- > **This program will create a process driven practice machine for you.**
- > **Nothing is left to chance and positive results are guaranteed.**
- > **This program will pay for itself within the first year.**
- > **Your practice will be performing in the top percent in your field.**
- > **This program will lay the foundation for a practice that can run independently and enhance everything you do and achieve for the rest of your life.**

Your industry experience + 12 critical stages of practice success  
= Life & Profit Amplified

# Hear What Happy Clients Have To Say...

"It is a fantastic resource for business owners to have access to an incredible amount of relevant and essential expertise and advice. The program is presented in good sized segments to allow business owners to reflect on their current practice and think carefully about what is the most important step to take next. It is one of the most empowering and useful programs I have come across and is a true investment in your own business success."

**- Kathy McKenzie, Director - FIRE UP Coaching**

"The Your Business Success Program<sup>®</sup> has been invaluable in helping me to grow my business. I actually don't know how I would have expanded my business without it. The program provides the tools and structure required to correctly start, operate and grow any business, I would definitely recommend it to any business owner whether just starting out or wanting to grow their business. One of the best decisions I have made for the business."

**- Geoff Connor - Epping Electrical**

"I have been in business for 11 years and thought I knew a lot about business. The Your Business Success<sup>®</sup> Program has given me a fantastic insight into how to be even more successful in business. The case studies are interesting and entertaining and some I have watched over and over again. You are not aware of what you've learnt from the YBS Program until you come across problems in your business then you realize that you already know how to start fixing them. It helps you stay positive and believe you can do it no matter what the situation. The YBS Program has been a great investment."

**- Dawn Page - Work Stuff**

"Inspirational! Motivates you to get your act together. It makes you believe it can be done, no matter how tough things get. As a result we have made changes that have made money for the business."

**- Annette Kropp, Beyond Building**

Any person with a passion for building a great business will draw inspiration and ideas from this program. The DVDs, workbooks and supplementary materials were content rich, and what made learning easy is that the case studies each drew on real life business examples to illustrate their points. Business is not rocket science; it is the application of common sense solutions to commerce. I highly recommend this program to anyone involved in a leadership position in small or medium sized businesses. They are also excellent tools for building the "business IQ" of one's staff.

**- Gary Cobbledick, Co-Founder, The Scribo Group**



# ABOUT MAUS

Nationally marketed – Over 60,000 businesses have purchased the MAUS systems around the world

The brand, concept and methodology of the consulting and SME success program is being marketed in magazines, through direct marketing email and web marketing campaigns, reaching over 500,000 targeted small-medium sized business owners.

## Snapshot of companies that purchased MAUS software



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## KEEP IN TOUCH!

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