

# PLANNING FOR GROWTH

***A business coach helps owners see past their blind spots and find a success-driven focus***

Every business needs a dynamic strategy – one that anticipates and responds quickly to changes in resources and the marketplace. Entrepreneurs sometimes have to step back from the day-to-day and examine the big picture. But doing that is harder than it sounds.

“Business owners are deeply engaged in their businesses every day,” says Jacki Hart, owner of Consulting By Hart. “That makes it extremely hard to get the big picture perspective and adapt to change.”

Intimate familiarity with your business can lead to expensive blind spots and bottlenecks. “Even the most experienced business owner struggles to keep their eye on the big picture – often sticking with existing

systems, even though growth has pushed them until they creak and groan at the seams,” says Jacki. “A skilled coach collaborates with you to help improve people, processes and profit.”

A successful career entrepreneur herself, Jacki has coached, trained and consulted with small to medium sized businesses across the country – from solopreneurs to large management teams.

## **CHANGE REQUIRES CLARITY AND COURAGE**

Coaching pays for itself – often many times over – in improved efficiencies, better internal effectiveness, enhanced business performance, personal growth and a stronger, more accountable team.

“We start with a discovery meeting, looking for the pain points in the business,” says Jacki. “That could include cash flow, service failures or team ‘bench strength.’ Then we prepare a coaching plan and proposal.”

“Even in that first hour together, I can often give potential clients tangible takeaways to start enhancing the way they think about their business issues.”



*Jacki Hart  
of Consulting by Hart*

**CBH**  
Collaborative Business Help

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