SERVICE PRICING

BUSINESS SENSE





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Hi there, Im Heidi

Hi I'm Heidi. I was born with an inquisitive mind, keen to know how things work. I love having things run in an orderly manner, and as I've moved through my career I've naturally systemised things everywhere I've been. There's nothing I love more than figuring out the strategy and best way to do something and integrating the software to achieve that.

Do I have a checklist for family holidays, as well as a semi-automated scheduled grocery delivery system....of course!

But I'm guessing you're here because you need help with bigger issues than those

In 2014 I successfully systemised myself out of my business (Bay Business Services, now Living Business) so I could take time off on maternity leave. I set myself free from the daily operations, all while maintaining a healthy profit. I then sold this business in 2015 - it was sold within 3 weeks. Why? Because the new owner could jump in and run it efficiently from day one. The key to achieving both these life changing milestones was the non-urgent but extremely important process of extracting, organising, embedding and optimising my business functions - getting in place systems and processes that any team member could follow.

I've seen first hand the impact that business systems can have on the business owner and employees, as well as on their business value, profitability and saleability. It's life changing.







Why Us

Business Smarts

Everyone on our team has been a business owner at some point in their journey, so we understand the needs and frustrations of business owners.

Our founder (Heidi) has worked with 100s of businesses over the past 15+ years and has successfully grown, systematised and sold her own business. We hold ourselves to the highest standards of excellence and strive to be the leaders in our field. We're approachable and eager listeners.

Customised Solutions

During the discovery process we uncover what is working well in your business and improve the systems you already have to use them move effectively. While we have our favourite tools, we work with any technology. We work with you to make the most of the tools already in your business, combining it with best fit additions and with our expertise to give you a custom solution, that fits perfectly when all put together.

People Skills

Business is personal. We love supporting visionaries to succeed and teams to flourish. Business owners trust us with training their teams, communicating with their key stakeholders and really getting into the "engine room" of their businesses. We love to create structure, order and processes because this is a key way that businesses owners can care for themselves and their people

Pricing Options

1

Systems Strategy
Roadmap
From \$1200 + GST

Whether you're wanting to deep dive into a specific set of processes OR span your end-to-end operations, the Systems Strategy Roadmap is the first step.

We will structure the workshop(s) to fit your business, team, objectives and scope

Book a Call

2

Systems Roadmap Implementation

From \$2000+ GST

Work with Heidi and the team to implement your unique systems strategy.

We'll provide structure, accountability, support, tools and the practical legwork to document, implement, train and rollout new systems and improvements alongside your team.

Book A Call

3

Software Implementation

P.O.A

We will work with you to make your software changeover smooth and successful.

We will cover Process
Review, Project Planning,
Data Migration,
Configuration &
Integration, Testing,
Training, Go Live
and Go Live Support

Book A Call

Business Sense offers services which are registered with the Regional Business Partner Network. Small businesses within NZ may qualify for co-funding of up to 50% (to a maximum of \$5k) to help you pay to upskill in your business. <u>Email me</u> to find out the criteria requirements.

Need ongoing support?

COO

COO Consultant

From \$1,000 + GST /month

You've got the ideas, we've got the strategy. If you can't fill the gap between big goals and your team executing, this is for you.

The COO consultant retainer includes:

Custom Quarterly Planning

2 x strategy calls per month (team meetings, problem solving or 1:1 consulting)

Unlimited private Slack access

Weekly Check Ins with your VA/EA/team

Hands on implementation time

Access to our training and resource library

Our work together will include:

- · Big picture visioning and goal setting
- Project management and planning
- Operational improvement initiatives
- Team check ins and accountability
- Creation of SOPs
- Tech, systems and automation setup

<u>Inquire Now</u>

VA

Virtual Assistant [Systems Superstar]

From \$650+ GST/ month

Growing your business requires **delegation**.

It is often more cost effective to outsource than hire. It's more efficient to have an already trained expert to do your legwork

Our VAs are NZ based, systems trained and support you on a range of ad-hoc and project based work

Some work you can delegate includes:

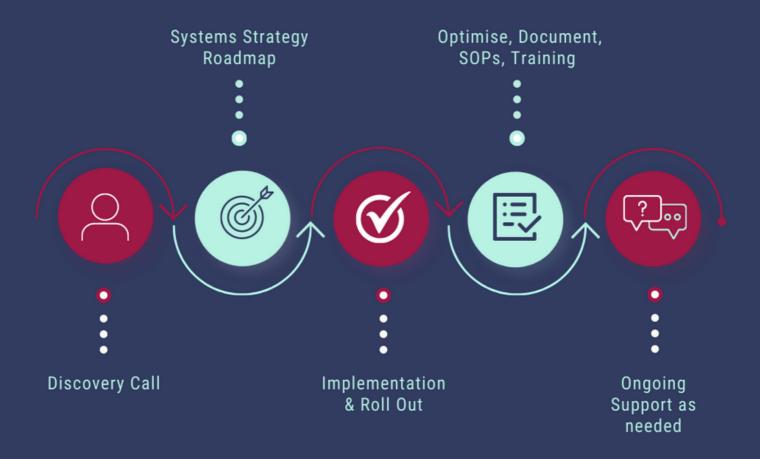
- Bookkeeping & accounts management
- Social media content & scheduling
- Calendar and inbox management
- Client follow up and operational support,
 Creation of SOPs
- Content organization and management
- Admin support and client comms
- Newsletters and graphic design
- And much more...

Inquire Now

The "Business Sense" Approach

The "Business Sense" Approach

This is a typical pathway for most businesses we work with. However everything we do is tailored to your specific needs and level of support needed





Testimonials

WHAT OUR CLIENTS SAY

Kathrine McDonald Design

Interior Design

Kath McDonald KM Interiors

Heidi has been amazing to work with in my design business with WorkflowMax and systems. We now have streamline processes and hugely elevated our level of service with clients.



Matt Saathof Totara Construction

We've been able to successfully implement software, systems and processes that mean we know time, cost and profit isn't slipping through the cracks. Our comms, checks and admin are super streamlined

KAYU STUDIO

James Mitchell Kayu Studio

After working with Heidi we have our inventory systems sorted and can make informed decisions. I would recommend Heidi for her organisation and ability to demonstrate processes in an easy to follow manner.

SORT MY HOUSE

Angela McLaughlan Sort My House

Although I run a business that is all about organisation, our systems, and processes were all over the show.

Heidi has helped streamline everything which has meant myself and our team have more time to do our most important work