

## Target Your Services, Learn New Skills

I'd like to learn how to:

Growth and Value Driver	BUSINESS CONSULTING AREAS: top bottlenecks to revenue growth and to increasing equity value*	My expertise is a: score yourself from 1 novice to 5 expert	Become a Process Expert Y/N	Be the GC and Manage Collaboration btwn Inside and Outside Experts Y/N
1 <b>Growth</b>	You can help a company show a history of consistent growth greater than its competitors, coupled with projected, future revenue growth above the market's rate.	1 2 3 4 5	Y N	Y N
2 <b>Revenue</b>	You can help a client create processes through which they can rely on a portion of future revenue from contractually committed customers.	1 2 3 4 5	Y N	Y N
3 <b>Company</b>	You can help create an easily communicable holistic understanding of the company including the company's performance, practices, culture, discipline, and mission.	1 2 3 4 5	Y N	Y N
4 <b>Financial</b>	You can help a client get all of their company's financial matters are in order and to follow best practices.	1 2 3 4 5	Y N	Y N
5 <b>Sales &amp; Marketing</b>	You're an expert at making sure your client's company can produce revenue in a proven and systematic way, ensuring the business is sustainable and not simply based on the efforts of individuals within the business today.	1 2 3 4 5	Y N	Y N
6 <b>Operations</b>	You can improve your client's ability to deliver on the sales promises made to the marketplace and to do it in a systematic and process-driven manner.	1 2 3 4 5	Y N	Y N
7 <b>Differentiation</b>	You can help your client create a product/service with unique characteristics that provide a competitive advantage.	1 2 3 4 5	Y N	Y N
8 <b>Management</b>	You can help the shareholder(s) put a leadership team/individual in place to realize the company's vision and mission while helping the owner achieve his/her objectives.	1 2 3 4 5	Y N	Y N

\*CoreValue data identifies these 8 as the top bottlenecks to growth and threats to value, of the 18 Value Drivers

Most Advisors and Consultants are Expert in 1-3 areas, and manage I/O Collaboration on the rest.

See also: [http://www.corevalueforadvisors.com/conference\\_registration](http://www.corevalueforadvisors.com/conference_registration)