

You Are Moving in Slow Lane

Discover How Close You Are To Having the Business and Lifestyle You Want.

Thank you for taking the assessment.

Here is your personalised Business Growth Report showing where you are right now and what might be getting in the way of you having the business and lifestyle that you want.

The assessment results are based around the 4 key building blocks to growing a profitable business - Time, Team, Money, and Mindset.

Assessment Results fall into 3 categories: Slow, Middle, and Fast Lane.

Your Results

Your results show that you are currently moving in the **Slow Lane** but you could go much faster and move into the Middle or even the Fast Lane by focusing on a few key areas. Below is an overview of the challenges and constraints that your assessment has highlighted.

Insights

- ▶ You are likely to be in the early stages of your business or maybe you have been going a while and hit a bit of a plateau. You know your business has far more potential and it is frustrating to see that your efforts are not reflected in your bank balance. Cashflow is lumpy and reserves are low, this has been more of a concern lately due to the pandemic.
- ▶ You have made a good start, put some foundation pieces in place, and gaining valuable business experience day by day. This is a firm base to build on.



- ▶ You are good at what you do, an expert in your field and getting great results for your clients. You may even think that more experience or qualifications will help your business grow faster.
- ▶ Working with clients is what you do best but you may not be quite so keen on the other parts of the business, such as sales, marketing, building systems, money, and people management. These tend to take a back seat and only get done when they become urgent.
- ▶ You don't take as much holiday as you did when you were employed, or spend time doing the things you had hope to do when you started out. When you do, you probably find it difficult to relax and enjoy yourself knowing that you are not being paid.
- ▶ You trade your time for money, are stuck in a cycle of working with clients, finding clients with very little time or energy for anything else. What's more, you often spend more time with clients than they pay you and is eating into your profits. You would like to put your prices up but are scared that you will lose business if you do.
- ▶ Most of your clients have come from word of mouth and you wish you had a more reliable and consistent source of leads. Maybe you have tried a few other marketing tactics like networking or ads with limited success.
- ▶ You know you need to put better systems and processes in place and could do with an extra pair of hands to lighten your load. You would like to have a support team but perhaps you don't have the time or skills to find and train them or maybe you are nervous that you will make a mistake and waste your money.
- ▶ The rollercoaster ride of being your own boss can take its toll at times, your confidence and self-belief can ebb and flow when the pressure is on or perhaps



you hold back or over-think things in fear of making a mistake. Recent events have tested your ability pivot and change quickly. It has also highlighted the importance of being resilient and being able to bounce back no matter what comes your way.

The Way Ahead

You know you have the skills, knowledge, and expertise to run a much bigger business and it is frustrating that's it is taking so long to get there, or maybe you're just not sure where to start.

You've seen others do it, so why not you?

They are attracting much better clients, helping more people, have plenty of time for themselves, a dream team that makes things run like clockwork, and money in the bank ... this is what a profitable business looks like!

Next steps

The first step to building a more profitable business and a better lifestyle is to have a clear **Roadmap** showing you the fastest route, avoiding traffic jams and roadblocks.

So, let's jump on a strategy call and create your Roadmap together and get you motoring in the right direction and move into the fast lane.

I normally charge for but for this but as you have taken this assessment I happy to offer you a **FREE** complimentary, **45-minute strategy session** to work out your **Roadmap**.

[CLICK HERE TO BOOK A STRATEGY CALL](#)

People that I've worked with find in just a couple of months that they have more **money in the bank**, much **better clients** that they enjoy working with and are prepared to pay them what they are worth, are **less stressed**, take more time away from the business, have a **support team and great systems and processes** in place and far **more confident, self-assured and robust** as a business owner and person.

[CLICK HERE TO BOOK A STRATEGY CALL](#)



WINNERS

TIME



The programme speedily delivered clarity and realism around my plans, and **new business has increased threefold** over the last 6 months. The Time Tactics module really helped me **structure my time** and I now **get so much more done, feel less overwhelmed, and more in control.**

I have also introduced time-saving business systems that help my business **run more smoothly.**

Anne's calm and considered insight is invaluable, and her sage advice based on relevant experience is second-to-none.

Highly recommend

Su Copeland
Pridley Marketing Agency



Working with Anne on the Fast Track Programme provided the **structure, pace, and discipline I needed to grow my business.**

The FTP showed me how to free up my time for developing my business, create an exciting yet achievable business plan, **increase turnover and profit, implement new systems, and get clear on my value proposition and marketing messages.**

I now **feel in control** of my business and know what I need to do to achieve my business and personal goals.

Julia Carter
Director: Zest for Training and Development Consultancy

TEAM



The Fast Track Programme has helped us change quite a few aspects of how we operate at Bliss-Systems.

We have seen tangible benefits, not only has our productivity and profits improved, our stress levels have reduced, and **we now take more time away** from the business.

The People Management System has really helped us get a handle on the team side of things and improved our staff retention rate.

It is great working with Anne and the Team at Results360.

Dan Webb
MD, Bliss IT Systems



The Fast Track Programme helped me **make the mental shift from employee to business owner.**

We have learned that it is imperative to have a robust sales and marketing strategy and plan if you want to grow.

We also have a much better understanding of **where to spend our time and money** along with **how to manage and motivate the team.**

Overall, the programme was excellent **value for money.**

Joyce Martin
MD JCS Online Resources

MONEY



The Fast Track Programme helped me get clear about where I was spending my time and encouraged me to do more of what I'm good at, Sales!

The **profitable Client Process** was a revelation, as a result, we now have a clearly defined niche and **attracting more high-value clients.**

We have seen a **37% uplift in profits** in the last 12 months.

Anne and her team at Results360 are all business professionals with a personal touch. They encouraged me to get clear about my business goals and kept me focused and on track.

Clive Taylor
MD, Witney Letterbox, Marketing Agency



The Fast Track Programme is the **best investment** in my business I have ever made.

The **Cashflow Calculator** showed me how to quickly improve my bottom.

I have learned a lot about good business practices and to think more like a business owner.

I have seen a **60% increase in high-value clients**, and I also have more time for myself.

Thanks to Anne I now have a clear direction for my business, more self-confidence, and belief as a business owner.

Sarah McCloughry
Anrah Training & Development Consultancy