



## Rathbone Results Partners

Your Key to Unlocking Business Potential



### Run your own highly rewarding business

Help clients achieve their true business potential

Apply your own unique sector experience with your own clients

Use an effective process to gain suitable new clients

Gain access to a comprehensive methodology for achieving sustainable, profitable growth

#### The Opportunity

Use your own business experience and expertise to help company owners realise the potential of their businesses. As a Rathbone Results Partner you can do just this, get well-remunerated for it and enjoy the lifestyle you deserve. All with the knowledge that you have the full support of an established organisation.

Many owners of established businesses get to a point where they are stuck, run into difficulties or just can't progress without the right kind of external help. However, they often can't find the help they need because so many consultants, coaches and professionals just don't have expertise and experience at the right level. Nor do they have the breadth of knowledge or sector-specific understanding to provide relevant business advice.

Rathbone Results can offer businesses what they are looking for, and easily demonstrate to them that we have the capability to deliver results.

#### Lifestyle

As a Rathbone Results Partner you have control over your workload and time because you are the boss of your own business. You will achieve success faster because you are not starting from scratch, but using a business model that is robust and reliable. This allows you the time to develop the lifestyle you want.

#### How it works

You will have access to an easy-to-use, detailed and complete methodology (methods, tool sets and processes) that really works. It covers every important business issue you are likely to encounter with your clients. This pragmatic and level-headed business advice can provide the client with a means of making a step-change in the development of their business. The approach is multi-faceted unlike many simple off-the-shelf systems aimed at less experienced consultants, which are only able to work in limited circumstances.

Our methodology requires Partners with extensive and appropriate experience in a suitable business sector, but provides you with the appropriate support you need.



#### The Offer

As a Rathbone Results Partner you will get all the benefits of a franchise (e.g. tried, tested and proven methods) without it being one. You will operate as an individual exercising your own judgement and applying your own experience in an unfettered way.

The Rathbone Results Partnership operates as a strongly branded, high-end licensing scheme. This means that you can get your own high-grade management consultancy business up and running fast.

In some respects the licensing scheme looks like a franchise because it is a comprehensive package of all you need to run your own management consultancy business. However, it is not the conventional "business in a box" associated with a franchise because it is specifically designed around the key business drivers for success, best practice and frameworks rather than set procedures.

## Your sector-specific experience

Your sector-specific expertise and experience will always remain an important part of the mix. You will have a primary geographical area to operate in and a primary business sector to concentrate on. Secondary geographical areas and business sectors can also be added.

### As a Partner you will receive:

- Access to an initial set of qualified and convertible leads with an easy to apply process to get more
- A tried and tested methodology to enable you to deliver an unbeatable specialist business service
- The opportunity as a high performer to drive forward with your own specialist sector-specific consultancy business
- A portfolio of products and services to use with your clients to constantly add value



### For you?

Rathbone Results end-clients value the way we can help them apply our successful best practice methods and sector experience to their owner-managed businesses.

That means we are very selective over who we take on as a Rathbone Results Business Partner. As a Partner you will have the experience and expertise to act as a sounding board, mentor, sector specialist and strategist – and have the gravitas to make that work.



### As a Partner you will:

- Run your own highly rewarding practice
- Apply your own unique sector experience with your own clients
- Use an effective process to gain suitable clients
- Have the use of a comprehensive methodology for achieving sustainable, profitable growth

### Top reasons to be a Partner:

- We have a complete package that enables the individual to be up and running quickly
- Our high-quality, branded methods repeatedly get results for our clients
- We can justly command premium rates and generate ongoing high earnings
- Our marketing methods find the right clients, with the right profile
- Our team provides camaraderie and support
- The work we do is based on sound ethical values, is very worthwhile and a source of personal satisfaction and development
- Opportunities to work with clients over the long-term, with the commensurate recurring income that come from such relationships
- The multi-faceted, situational, value-driven and strategic nature of what we do and how we do it

### What we do for our clients

For a full view of what we offer, see our dedicated client website, [rathboneresults.com](http://rathboneresults.com). The short answer is that we help Rathbone Results clients to achieve profitable, sustainable growth starting with whatever state they are in.

For many end-clients the starting point is stagnation or contraction and low profits or loss-making that might lead to failure. Although we always look for quick wins and have some unique tools for finding them, from the very beginning we have an eye on the long term goal of sustainable business performance. We mean this in the sense of securing the long-term existence of the business in a healthy state, and producing consistent growth in sales and profits.

As the brand name implies, the service offered is about getting results by providing a broad spectrum of methods and measures. These work towards making each client's business highly profitable and enjoying good sales growth.

### **Key elements in our approach are:**

After careful analysis of the client's business, and using the methodology, you will feel confident to develop a reliable and robust plan to improve profitability and deliver sustainable growth. This will employ a wide



range of proven techniques and strategies, as well as providing concrete actions and tasks to ensure success. This is very different from the common short-term fix mentality, based on some "easy-to-apply" marketing scheme. We look at all key aspects of the client's business within this plan.

We achieve results through a portfolio of methods, informed by best practice and based on modern service-driven developments. Our solutions focus on the long-term sustainability and success of the client's business. They avoid short-termism that can so easily sacrifice a secure and improving future for a few quick pay-offs. Our framework and values help achieve consistent financial success.



The key to our success is not just about providing advice, solutions and strategy, but about giving practical support in implementing these to ensure lasting prosperity.

### **If you are interested and would like to know more**

If you are genuinely interested and are in a position to take on a Partnership then let's arrange a phone conversation to see if it's worth taking things further for you and for us.

We are discerning and expect you to be. If the conversation goes well we'd like to invite you along for a one-on-one discussion. We'll ask you to sign a non-disclosure agreement before we share confidential information about how the company works and details of costs and earnings.

You will not be subjected to a hard sell. We don't need to. The facts speak for themselves. Indeed, we are very selective about who we accept as Partners. We believe you'll see that this is the very best way to run your own consultancy business.

**Call us now for more information  
about our Partner offer**

**call: 020 8798 0174  
email: [info@rathboneresults.net](mailto:info@rathboneresults.net)**

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