



Run your own highly rewarding consulting business

Help clients achieve their true business potential

Apply your own unique business and sector experience

Use an effective process to gain suitable new clients

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

The Opportunity

Use your own business experience and expertise to help business leaders and owner managers realise the potential of their companies. As a Rathbone Results Partner you can do just this, get well rewarded for it and enjoy the lifestyle you deserve.

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 experience at the right level. Nor do they have the breadth of knowledge

or sector-specific understanding to provide relevant business advice.

Lifestyle

As a Rathbone Results Partner you have control over your workload and time because you are the boss of your own consulting 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 and flexibility you want.

How it works

You will have access to an easy-to-use, detailed and complete methodology (methods, tool sets and processes). It covers every important business issue you are likely to encounter with your clients. Coupled with your own business expertise this can provide the client with the 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 to have seasoned business leadership and in-depth experience in a B2B sector.



The Offer

Rathbone Results offers you a unique business opportunity to run your own consulting business but with support under a licensing arrangement.

Are you a seasoned Business Leader? Are you entrepreneurial? Do you want to invest your knowledge, know-how and experience in helping Entrepreneurs grow their businesses? Are you looking for a lifestyle change to give yourself more flexibility and control over your own time?

Your sector-specific experience

Your sector-specific expertise and experience is a vital ingredient. You will have a primary geographical area to operate in and a primary business sector to concentrate on.

For you?

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. Key success factors are:

- B2B general management experience at MD level
- In-depth sector experience that will be recognised by target market
- Willingness to take the initiative and responsibility for generating your own leads
- Strong network in your target sector
- Good interpersonal skills and ability to build strong relationships
- Willingness to make the financial investment to run your own consulting business



As a Partner you will:

- Run your own highly rewarding consulting business
- Apply your own unique sector experience with your own clients
- Use multiple lead generation methods 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 you to go to market quickly
- Our proprietary 12 Drivers Methodology gives you a structured process to get improved results for your clients
- You can justly command premium rates and generate ongoing high earnings
- You will have the flexibility as an individual to exercise your own judgement and apply your own experience
- You will feel the support of a highly professional business network
- You will receive help with your business and marketing set up and ongoing support
- You will be provided with tools and processes for gaining qualified leads in your chosen sectors
- You will receive excellent training to make the transition successfully to running your own consulting business

What we do for our clients

For a full view of what we offer, see our website, rathboneresults.com. The short answer is that we help our clients to achieve profitable, sustainable growth starting with whatever state they are in.

For many end-clients the starting point is stagnation 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 specific market sector through a comprehensive Business Audit, you will develop an Action Plan with the client to create strong, sustainable business growth. Our Audits employ a wide range of proven techniques and strategies that identify concrete actions to ensure success, including Quick Wins. You will look at all aspects of the business through this process to optimize business success.

You will achieve results through a portfolio of methods, informed by best practice and modern developments. You will support the client and the management team in implementing the Action Plan, so the improvement activities really do get implemented.

If you are interested and would like to know more

If you are genuinely interested in becoming a Partner, 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 business license arrangement works.

You will not be subjected to a hard sell. We are selective about who we accept as Partners as your success means our success.

Contact us now for more information about our Partner offer

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 **Rathbone Results**
Unlocking Business Potential

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