

The Zest Factor Leader Program

A 10 month workshop program for SME Leaders

The Zest Factor is the OTS Management 12 stage off-the-shelf Business Re-engineering Process specially designed for Small-Medium Enterprises (SME's).

In the Zest Factor Leader Program, we take a small group of Business Leaders through the process over 10 months, using a workshop format that delivers transferability of skills.

You will spend 12 full days working through each stage of the Zest Factor process in a workshop format. This is a cost-effective way of applying The Zest Factor in your business, and it has the advantage of sharing your experiences and obtaining fresh ideas from your peers.

You will learn about the tools and methodologies to apply in your business, work on projects during the workshops and then apply them between workshops in your business. You also get 5 free hours of coaching between workshops.

Program Groups are limited to a maximum of representatives from 12 businesses. In order to avoid conflicts of interest and competition, groups are chosen so as not to include businesses in the same industry. Group members also have the added advantage of being able to network with other group members.

The Zest Factor Leader Program starts every quarter.

Who is it for?

The Zest Factor Leader Program is designed especially for the Leaders, Business Owners and Managers of Small-Medium Enterprises (SME's).

Attendees should have decision-making capability within the SME. An ideal sized SME is one with 5 to 50 employees with a growth attitude - constantly seeking better ways to do things.

More than one representative per SME may attend at a discounted rate - for example both partners of a husband-wife team might attend with the second person at a discounted rate.

What do you get?

You will be working to re-design and build your business into a model that runs the way you want it to run - where you are in full control working on the business rather than working in the business.

Working through the Program, you will be able to:-

- Understand why your business is the way it is and how to make it the way you want;
- Build a business where you are in full, every-day control;
- Build systems and procedures so that your staff can follow and do the work without you constantly being involved;
- Have a clear and inspired vision of success to focus on;
- Develop yourself personally as your business develops so that you can be a better Leader;
- Improve your financial understanding and better manage profits and your balance sheet;
- Learn about marketing and sales techniques;
- "bounce" ideas off your peers and share experiences and lessons;
- Obtain 5 hours of free support between workshops from our team of professionals;



Share ideas & network in the Program Group



- Build a business with intrinsic value.

Agenda

Over the 10 months, you will spend 12 full days in workshops and be able to practice and use what you learn between workshops.

The workshops are:-

Month 1

Day 1 - Introduction & War Stories/Begin with the end in mind

Day 2 - Begin with the end in mind (continued)

Month 2

Where are you now

Month 3

Key Measures & What to do about them

Month 4

Your People Systems

Month 5

Define Target Markets

Month 6

Create your Unique Selling Proposition

Month 7

Develop Your Sales Systems

Month 8

Build a dynamic team around you

Month 9

Build Leadership

Month 10

Develop your systems and reports for Action

Month 11

Achieving your Vision

Investment

Your investment in your new business is \$1,100 (including GST) per month.

This can be paid in 10 \$1,100 instalments or up front with a 5% discount (\$10,450 incl. GST).

Other representatives of your business may attend at \$825 (incl. GST) per month or \$7,837.50 (incl. GST) up front.

To protect the integrity of the workshops for others, you will be contracted for the full workshop series, however if you wish to leave before Month 3 you need not pay for the rest of the series.



Teik Oh, Director of OTS Management

Teik Oh

Teik is an experienced Business Consultant and Coach. With a background in Chartered Accountancy, Teik is also qualified as a Trainer and Facilitator.

With over 25 years' experience, Teik has worked with SME's in the UK, Malaysia, Singapore, the US and Australia. This work has involved finance, corporate planning and culture change.

Teik combines his background in numbers with his direct knowledge and experience in the Small-Medium business world. From this, he developed the Zest Factor after analysing why most small businesses actually *don't* work. The Zest Factor is a program to help them work with passion!

About OTS Management

OTS Management is a quality and value driven boutique consulting and accounting company that provides organisational development services to commercial, growth-oriented Small and Medium Enterprises who require business services, advice and coaching.

We give our clients comfort in their decision-making by providing them with our experience and independent advice that saves them time and helps them grow. Unlike other accounting services companies, our clients have significant contact with our senior people.

We meet our own high expectations in order to exceed the expectations of clients.

Our services include:

- *Change Management consulting*
- *The Zest Factor - find the zest in your organisation*
- *Strategic & Business Planning*
- *SMART Marketing workshops*
- *Team Development workshops*
- *Performance Management Systems*
- *Zest Tests - Business Diagnostics on your organisation*