

Achievers
GROUP



ACHIEVING through People, Systems & Strategies



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**Over 90 businesses
worldwide have realised
their business potential.**

**Over 200,000 people each
month are educated and
inspired by our words.**

**Thousands of business
owners have seen us live.**

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Achievers Group

Consulting

Strategic Direction Days

Unlike other consulting firms we don't complicate things or use technical business jargon to signify our importance. Achievers Group is dedicated to taking the mystery out of business, by stripping everything down to the basics.

We are also not afraid of accountability. Actually, we thrive on it! We are passionate about delivering success to your business, through bottom line growth. That is why Achievers Group has successfully consulted to over 90 businesses such as Australia Post, Cisco, Sanyo, and Lowes in the areas of:

- Strategic Direction Days
- Sales and Marketing Strategies
- Development of Operations Manuals
- Executive Mentoring
- Channel Partner Management
- Developing Trading Term Agreements with Suppliers
- Project Management
- Development of Business Plans to Raise Capital
- Develop a Turn-Key Business Model
- Rolling 90-Day Action Plans
- Category Management

Does your business have a plan for the future? Are you finding it difficult to communicate your goals to your employees, or are you having troubles in building a culture of accountability and ownership?

Achievers Group has improved business performance through its Strategic Direction Days, whereby we take the organisation on a comprehensive journey of understanding the functions and drivers of peak business performance and create a unified force that is achieving profitable results.

Our Strategic Direction Days consist of a full day planning session to map out the strategic direction for your business through:

- Creation of a vision and mission statement
- A statement of culture
- Powerful Unique selling proposition
- Key Financial targets
- Sales and Marketing Plan
- Human Resource Plan
- Operational Plan
- Training and Development Plan for employees
- A final plan for your business for implementation

Rolling 90-Day Action Plans and Project Management

Once you have developed clarity of purpose for your business, to ensure that you gain maximum traction, Achievers Group can incorporate Rolling 90-Day Action plans and Project Management that will:

- Develop specific actions for each key personnel or manager
- Get your whole team behind the business objectives, by developing strategies for their business unit, that drives bottom line performance
- Create a culture of accountability and ownership, through rigorous follow up on the actions agreed upon
- Removal of bottle necks that slow down progress within the organisation
- Create harmony amongst business units through opening lines of communication
- Monthly progress reports on outcomes achieved and business improvements

Our clients: > Cisco > Harvey Norman > Rebel Sport > Australia Post > Sanyo > Subway > Gloria Jean's Coffees

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Executive Mentoring

Our executive mentoring program targets leadership development and improved business results. Simply put, executive mentoring consists of a series of structured, one on one, interactions between the coach and an executive aimed at enhancing the executive's performance on the job.

It is about clearing roadblocks, unlocking potential and filling gaps between where people are and where they would like to be.

The mentor serves as a facilitator, motivator, consultant and sounding board dealing with business goals, people interaction and self management issues.

Training Workshops

Sales Success

Selling is about people, not product. Selling is also about helping people to buy, not just flogging stuff to them. This workshop will shatter the traditional understanding of selling so you can close more sales and make more money.

Customer Service Success

Most businesses suffer because they feel getting the customer in the front door is the greatest challenge. It's not. It's about serving them well, so that they keep coming back more and more. During this workshop, you will hone your sales and customer service skills. You will learn the do's and don't of customer service, including the art of communication, listening, overcoming objections and getting other to see your point of views. At the end of the day, 'he who serves best seldom loses'.

Customer Loyalty for Life

This is a workshop that gives a step by step guide to building customer loyalty for life. It builds ongoing sales and ensure your business will have customers coming back again and again. Loyalty of customers and team members is a business lifeline. It is the most compelling answer to apathy and inertia. Loyalty stimulates a pulsating force; it develops a fiercely driving and motivating philosophy of operation.

Developing loyalty is a road map to success, when loyalty exists all things become easier. Loyalty in a business is important... because it is everything.

Marketing Success

What is your USP? What is your cost of client acquisition? How effective are your marketing strategies? Marketing is without doubt the greatest area of improvement for most businesses. Remember, people don't buy the best product or service; they buy what they perceive to be the best. Learn how to aggressively and effectively market your business without breaking the bank.

Negotiation Success

Everything is negotiable. In this workshop you will learn how to get the best deal every time. Negotiation is a field of endeavor that focuses on gaining favour from people for things. We will highlight the keys to successful negotiation and buying. Define the variables, necessary characteristics to be a successful buyer. You will never pay full retail ever again.

Building a Champion Team

What if we told you that business was just like a game? That your staff was the team. Are you and your staff inspired to be a champion team? If not why not? No passion, No common goal,

no higher purpose. JUST WORK. This workshop will show you how building a champion team, to focus on business like playing sport or a game, and your role is to create the ideal championship team. Once you have achieved this you are ready to become a real leader and that is putting enough positive pressure on your team to achieve champion results.

Laws of Leadership

A workshop devoted to turning managers into coaches. To equip future leaders. To highlight that in order to develop leaders of the future you must become a leader. In this workshop we will explore setting priorities, developing integrity, creating a culture of change, problem solving, attitude development, developing people, vision, and discipline and staff development.

Secrets of Achievement

Workshop focuses on the qualities, characteristics and beliefs that make successful people and their businesses. In this workshop we will explore the eternal truths that always lead to success. Truths like vision, clarity, teamwork, faith, purpose and self belief. An abundance mindset is essential to future business and personal success.

Business Planning / Advising

Achievers Group has searched the world for the most complete business planning tools and Icon Business Solutions is by far the best. It improves cash flow and profit, and gives the owner more time. It is very systemised which forces the business to become systemised.

Businesses who invest in Achievers Group can now benefit from access to Icon Business Solutions range of business planning tools. These tools are designed to:

- Evaluate every area of the business
- Develop your business through an interactive process with a business advisor
- Produce a powerful business plan
- Moving the business owner from working 'in the business' to working 'on the business'

Powered by Icon Business Solutions
Icon Business Solutions has given the SME market a truly holistic and unique, yet simple and affordable approach to developing and growing a business, enabling business owners to witness tangible differences within their business, from increased turnover and profit to staff improvements, sustainable growth and more personal freedom.

Our team



Tony Gattari

Achievers Group Owner and Managing Director Tony Gattari, whose expertise and passion for business runs deep. Tony was General Manager for Harvey Norman Computer and Communications Division where he oversaw the growth of the division from \$9 million to \$565 million in 9 years. Tony has been the Managing Director of a public listed company and also been CEO of a successful technology company.

He has over 20 years of experiences in all aspects of business. Tony's current and past clients include Acer Computers, Apple Computers Australian Geographic, Australia Post, Domayne, Esen Furniture, Flexirent, Ingram Micro, Harvey Norman, LG Electronics, Mortgage Choice, Rebel Sport, Resi Finance, Space Furniture, Subway and The Good Guys.

Tony has worked with over 90 small to medium businesses.



Shaun Mooney

Shaun is a director of Achievers Group and his clients include Lowes, GlobalTech Water, Pegasus Print Group, and Nature's Selection where he currently advises on operational strategies and project management.

Shaun was a Sales Manager for a publicly listed company, where he managed over 200 employees and was responsible for \$30 million sales.

He was responsible in reducing wages by over \$80,000 a month through operational efficiencies, and restructuring.

Shaun also commentates and writes articles for various business and trade publications, such as Inside Retailing, Evan Carmichael (US), CEO Online, and Bicycling Australia. His articles are read by over 200,000 people a month.



Karen MacLeod

Karen's passion is service

With over twenty years sales and marketing experience in the health care and pharmaceuticals industries she knows that it takes great staff to provide great service. If you have a service-based business your staff are your business. Karen has worked with clients as diverse as medical centres, hairdressing,

beauty therapy, finance and accounting, childcare and transport. With her background in 'big pharma' Karen has seen first hand what it takes to turn a group of individuals into a motivated and productive team.

Her professional qualifications include a Graduate Diploma in Marketing and a Bachelor of Applied Science. This unique combination enables her to apply both analytical and creative processes to enhance your business.



Warwick Rounce

Warwick Rounce, a man who has had over 30 years experience in understanding how the customer makes a purchasing decision.

What makes Warwick unique is his ability to take his wealth of knowledge, and translates a complex subject such as Category Management, and develop easy, relevant, and practical strategies that can be implemented by the client.

Warwick Rounce comes with a wealth of experience working for Nestle for 25 years, as a Brand Manager for Australia and UK, and also as General Manager (Associated Business Units, and Marketing Director (Confectionary). Warwick also worked for Selleys Australia for 6 years as Marketing Director and Strategic Planning Manager.

Some of Warwick's clients include Yates, BACS Contamination Control, Miglorie Coffee and Orica Wood Care.



If interested please give us a call, we will sit down with you and focus on **your** needs.

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