

Establish an

# Advisory Board

...and watch your business grow!



Step outside your business & look at the big picture



CLEAR DIRECTION - LESS STRESS

IMPROVED PROFITABILITY & BUSINESS VALUE

GOOD DECISION MAKING & ACCOUNTABILITY

EXIT READINESS & BEST PRACTICE FRAMEWORK

# An advisory board will help you create a profitable, thriving & valuable business.

## Become motivated, invigorated & inspired

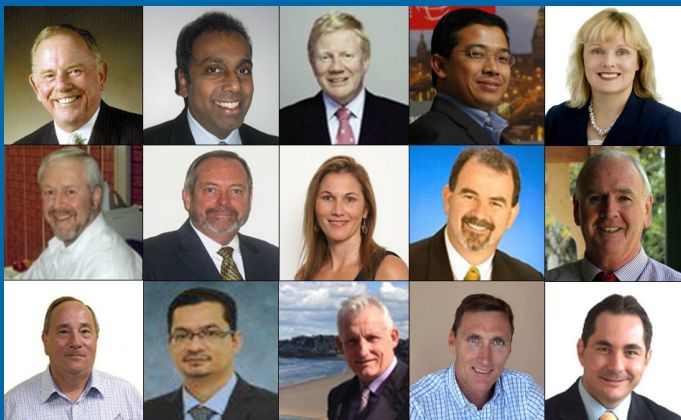
A MAUS Certified Advisory Board will provide you with monthly expert guidance and advice to help you to accelerate your business:-

- It allows you to "step outside your business" and look at the big picture.
- To implement accountability and make sure you are prioritising and making good decisions.
- Have a group of people that provide you with "Wise Council."
- Have a 3rd parties independent view that helps you to focus on the important issues.
- Access to knowledge and expertise on how to implement systems to avoid chasing your tail.
- Creates a Stop-Check – i.e. it provides a justification to employees, suppliers and customers on why you need to delay or refuse requests. I.e. "I have to ask my advisory board, I will get back to you."
- Enables the development of a continual improvement framework and enhances the company's reputation.

> Access to a global network of advisors, opportunities & expertise.

> Work toward a better lifestyle.

> Instant credibility for your business.



Choose the expertise you need throughout each stage of your business cycle!

The MAUS Certified Advisory Board will provide you with immediate access to a global network of Business Advisors.

Publish your Advisory Board members on your website. This will impress your customers, suppliers and prospects.

This Advisory Board credibility may help you to:

- Gain Finance from banks or venture capital.
- Win new contracts with large companies.
- Impress distributors or overseas contacts.

Having expert advisors means that you could access best-of-breed information from strategic, accounting & marketing advice to HR, QA, OHS/ WHS right through to venture capital, bank financing, mergers and acquisitions.

Our Advisors range from highly connected academics in Malaysia, to venture capital experts in the Middle East to highly respected consultants in the USA and professionals across Australia and New Zealand.

# How a MAUS certified advisory board works?

## > A MAUS Advisory Board is a flexible and relatively inexpensive structure!

A MAUS certified Advisory Board will provide you with a platform to brainstorm and workshop issues. This will instill confidence that you are making the right decisions.

The program commences with you selecting a Board Chair who is your permanent member and is certified by MAUS in the Advisory Board framework.

The Board Chair will then work one-on-one with you (and, if you decide, your other senior managers or shareholders) in providing you with immediate advice. They will put into place a set of systems, structure and framework.

Your MAUS certified Advisory Board can then stay at this size or grow "as and when" you need further expertise by adding additional certified Advisory Board members with expertise specific to business requirements. Your business would have immediate access to this global network of business advisors.

## > Key elements of a MAUS certified Advisory Board

- The Advisory Board meets on a regular basis to discuss your business.
- There will be a set agenda and process.
- The board discusses results from the previous month and then what is needed to be done over the next timeframe.
- The Advisory Board will brainstorm on strategic high level issues as well as keeping the business accountable on a day to day basis.
- Gain immediate feedback on proposals, business development, HR and other services.
- Create accountability, focus, structure and access to immediate systems & processes.
- The Board gives you the benefits and expertise of a high level employee operation with a low budget. You simply decide the size and nature of the board.
- It draws on the skill & knowledge of advisors that have the practical experience.

## Your Business Success<sup>®</sup> program -



High performance healthy businesses have the following characteristics -

### STEP 1 – HIGH-LEVEL GOALS & STRATEGY

Do you know where your business is now and what you wish to achieve over the next 3 years?  
(Tip: Include business/exit/ personal goals. What are your high-level strategies?)

### STEP 2 – “SUCCESS FACTORS” – STRATEGIC GOALS

Do you review the success factors of the business and translate these into strategic goals? (Tip: Start with your customer success factors and then review the other areas.)

### STEP 3 – STRATEGIES, ACTIONS & MILESTONES

Have you reviewed each of the strategic goals in the previous section and thought through what you need to do to achieve this goal? (Tip: Create 90-day action plans and key milestones with dates and accountability.)

# Receive the proven & certified Your Business Success program.

- > A certified 7-step framework that has been mastered for over 20 years.
- > What is being said:

// Inspirational! Motivates you to get your act together. It makes you believe it can be done, no matter how tough things get. As a result we have made changes that have made money for the business.

Annette Kropp, Beyond Building – QLD



// It is fantastic having a resource that you can refer to at any time to help you in your business. Also, it has been invaluable to be able to ring or email someone with a particular question to discuss a problem and get a different perspective and advice.

Carolyn Queale, SpySee Mystery Shopping and Reviews



## 7 step process to business success



### STEP 4 – MONTHLY BUSINESS REVIEW

Do you track the results of your business each month? This should include a review of your business financial performance and your strategy. (Tip: Adapt your Business Plan to changing circumstances.)

### STEP 5 – SYSTEMS AND WORKFLOW

Can you “tidy-up your business” and develop the systems and workflow to help execute strategies that ensure your business is not totally reliant upon the owners?

### STEP 6 – EMPLOYEE ENGAGEMENT

Do you align your employee goals and targets with the company and then set in play a system to motivate and engage employees through consistent communication and accountability systems?

### STEP 7 – CULTURE CHANGE AND SUSTAINABILITY

Do you ensure the long-term success of your business through continual top-level support and continual reinforcement of the system?





# Key outcomes of introducing a MAUS certified Advisory Board in your business...

## Business outcomes:

Improved profitability & business value

1

Accountability and good decision making

2

Exit planning readiness & best practice framework

3

## Personal outcomes:

Not feeling alone or uncertain - more confidence

4

Less stress as a result of a clear direction

5

Become invigorated, motivated & inspired

6

Market research statistics indicate that most small to medium sized businesses fail to build a successful business or implement even basic best practice strategies.

What % of businesses make a profit*	39%
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What % of strategies are executed?	10%
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What % of employees are engaged?	31%
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Percentage of business owners that successfully sell their business?	21%
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# Get started now - guaranteed results!

Contact MAUS direct or get in touch with one of our MAUS certified Partners.

Our Advisors will set up an obligation free meeting to discuss your business.

## What happens after I sign up?

The process is customised to fit your business and personal needs. This generally involves:

1. Preliminary discussions to address key prominent issues that need immediate attention.
2. Diagnostic and audit of your business to identify key weaknesses and gaps.
3. The establishment of a 7 step Business Success program to move your business forward.
4. Advisory Board meetings on a monthly or quarterly basis to project manage and grow your business.



## The MAUS Advisory Board software.

The MAUS Advisory Board software is included with this program.

MAUS has developed a range of best practice software and trained our Advisors to effectively deliver these solutions to our clients. As part of your MAUS certified Advisory Board you will receive access to this powerful software. This software program recently won the "Best Software" award.



## What is the MAUS difference?

MAUS continually develops innovative but practical based business solutions.

MAUS is an established worldwide publisher of software and management systems with a global network of business advisors that primarily help small to medium sized businesses.

MAUS Certified Advisory Board partners have access to the complete array of MAUS software and management systems that have been shipped to over 60,000 companies around the world.



MAUS Business Systems

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Your nominated advisor:

MAUS IS AN AWARD  
WINNING COMPANY

