

Improve Your Lifestyle

Does any of the following sound familiar?

Do you spend too much time in your business?

Do you feel your business can't run without you?

Are the pressures of your business keeping you awake at night?

A PJT CASE STUDY

Our client is a family owned and operated business, established in 1991. They are involved with the supply and servicing of a large range of quality products to the Government sector.

PJT worked with them on three major issues:

- Life/Business Balance – It was important for the family to have a balance between lifestyle and business in particular having the ability as a family to play golf a couple times per week
- Not knowing which products were profitable
- Lack of business skills of son coming through into ownership role

To solve our client's work/life balance problem, and improve the business, PJT guided them in implementing:

- Putting in systems to calculate the product profitability and giving management ability to work on items which make profit
- Working through each product type and seeing what profit margin each made for the business. A number of items were found that made losses however some were loss leaders for the business. Therefore the business was able to understand how to reposition its marketing and sales around these products
- Attendance as Consultant on monthly basis to help in the development of Son's business skills and help in relation to systems around efficiency and staffing
- Implementation of Staff Manuals, Letters of Offers and hiring solutions
- Implementation of cash flow for business to guide business by
- Implementation of Project List to enable General Manager to prioritise action items and who is responsible for the action



RESULTS

Implementing our strategies resulted in an increase in turnover, gross profit and net profit. Also:

Work/life balance for the family improved immensely, work hours were cut for managing director and fully for the wife.

Realisation of Capital Gain on sale of share of business to Son without paying taxation or Capital Gains Tax.

Ability for son to become a 25% owner of business and now 50% owner in the business.

Systems are now in place so the owner no longer had to go into work every day as it runs smoothly.

The client now saves \$20,000 in taxes each year.