

Choosing the wrong business consultant can destroy your business

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How to cut through the bull and find out if your Business development consultant is right for you.

Your business is probably one of the biggest investments of your time and money you'll ever make.

Think about it. How much money have you really invested in your business? Here's a simple way to work it out.

How many years have you been in business?

What are your total expenses each year?

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FREE Sample

Now multiply the 2:

No. of years X Total annual expenses = Your Investment

Wow! I bet you never realized just how much you've invested in your business.

On top of that chances are you spend half of your daily life (or more in some cases) nurturing and building it. The last thing you want to do is to have someone giving you advice or guiding you in the wrong direction and wasting your precious time. Let me explain.

The one thing you can NEVER make up for is lost time. Let me ask you this - Do you want a business development consultant who THINKS he can help you grow your business or one that KNOWS he can, because he uses a proven business building system?

You see, a business development consultant is a bit like a business partner. (Except you get to keep all the profits) You want to make sure they have your best interest in mind and that they know what they're doing.

Choosing the wrong business development consultant can cost you...

Choosing the wrong business development consultant can cost you much more than the payments you pay them. Just one piece of poor advice could cost your business tens of thousands of dollars in lost sales, productivity and profit.

After all, you don't want some text book rookie telling you how to run your business. You know that it takes more than just theory to stay in business. It takes knowledge, skill and experience.

Before you decide to partner up with any business development consultant put them to the test and make sure they know they're stuff and that they're giving you the full picture.

You can't focus on one area of a business without affecting another, your business development consultant needs to know how to handle ALL of your business, not just single isolated parts of it.

Here's a simple list of questions should ask every business development consultant BEFORE you decide to work with them:

what are the six steps to increasing my profitability

What are the 4 ways to increase my income

What are the 2 fundamental steps to growing my business

what are the 6 steps proven steps to creating my marketing system

How do I create systems

How can I make money from all the people who don't buy from me?

How does my business compare to others in the same industry?

Is my profitability above, at, below the industry average?

How do I build a reliable team?

How many businesses have your business development and marketing strategies helped to grow?

How do I get less tire kickers and more of the right customers

How do I spend more time playing golf and less time working?

The 4 steps to effective communication in the workplace

The 2 step process to increase profits by up to 300%

Do they Professional indemnity insurance that covers giving business advice?

The 7 crucial steps to covering your risk exposure

If your business development consultant can't provide you with a satisfactory answer fro each and every one of these questions then warning bells should be ringing.

It's time then to shake their hand, thank them for their time and call us right away.