



Queensland
Leaders



The future of doing business.

How to futureproof your business & adapt to a changing economy.



Inspiring Leading Companies

QUESTION

What is the primary reason you have come here today?

1. I want to **Grow / Scale Up** my business
2. I seek to **Innovate** / improve my **Sustainability**
3. I am **Upskilling** my team / planning for **Succession**
4. I want to prepare an **Entry** or **Exit** strategy
5. I am here for my own **Professional Development**
6. I seek a **Community of Peers** / **Experts** to be around



REACH YOUR PEAK.

QUESTION

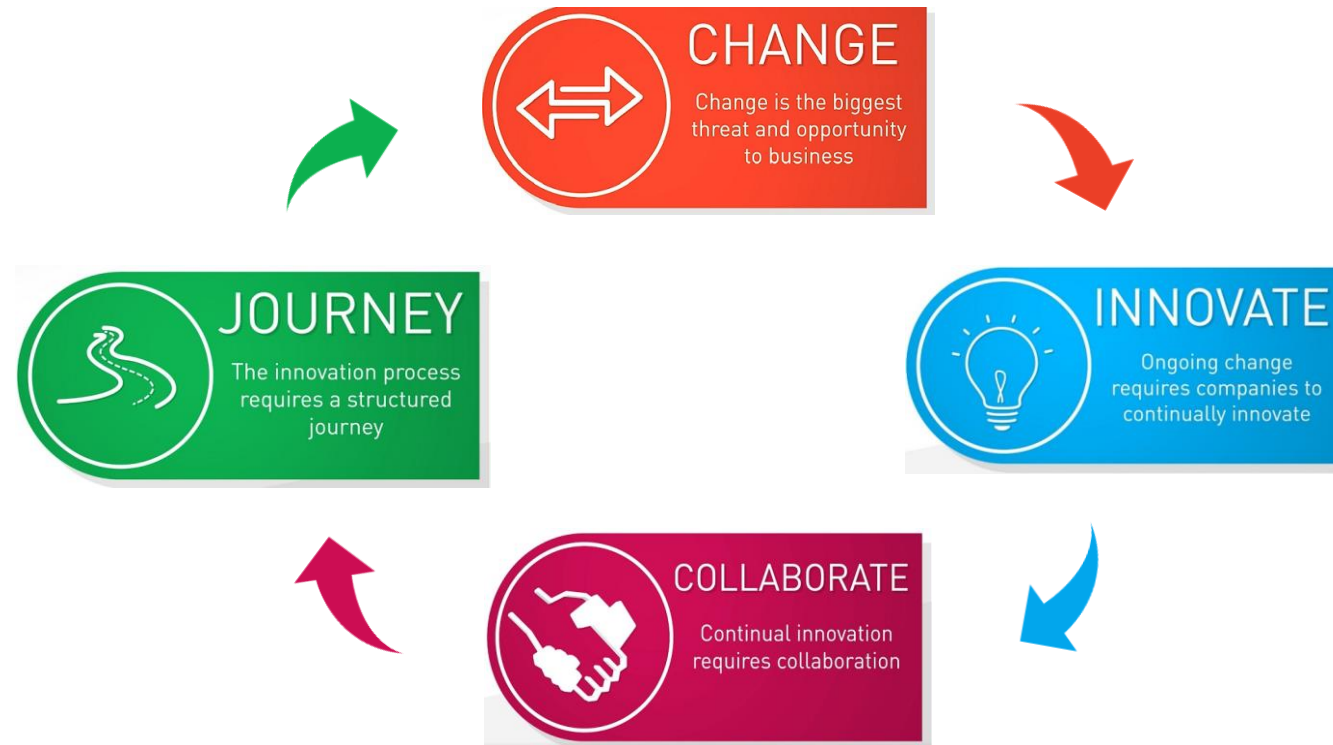
How do you feel towards your business today?

1. Loving it! Doing exactly what I want to do and enjoying the journey
2. Going ok. Not quite doing what I would like, but feel ok with progress
3. I'm a bit stuck. Haven't been quite able to kick the goals I want to
4. I've fallen out of love with my business. Looking to find the spark again
5. Completely over it. If someone offers me \$2 they can have it



REACH YOUR PEAK.

The Business Journey

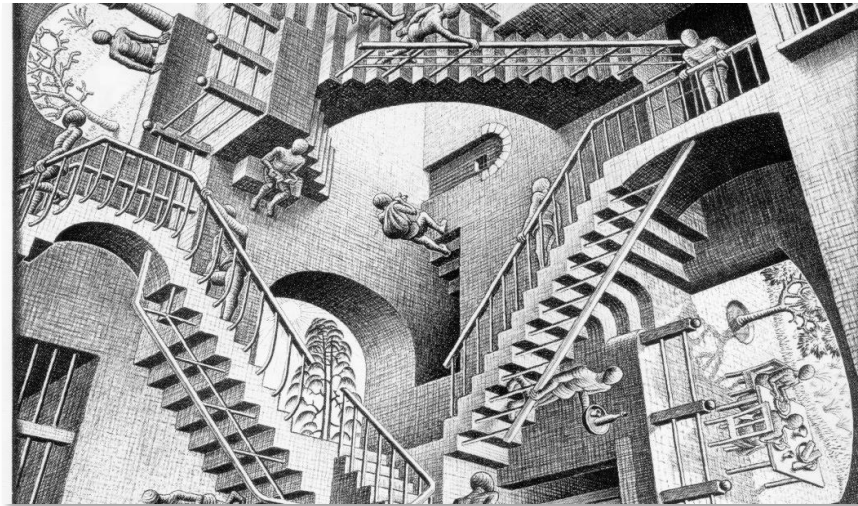


REACH YOUR PEAK.



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The Entrepreneurial Journey

Are you reactive or proactive?



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www.queenslandleaders.com.au

An International Leaders Group Company

Table Conversation

Thinking about your answers to the earlier two questions:

- **Are you currently being Reactive or Proactive in your business?**
- **Why do you say that?**





QUESTION

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Where are you currently focused?

1. Working on the business, mostly proactive
2. Working in the business, mostly reactive



REACH YOUR PEAK.

The core focus of building business value & strategy:

- Where are you at now?
- Where do you want to be?
- How will you get there?

What can you do to start the process?

- Develop your strategic thinking – question everything you do
- Question why, how and what you do
- Take a ‘futurist’ view of your industry
- Surround yourself with innovative peers and experts
- Explore alternative options and competition to gain a holistic view



REACH YOUR PEAK.

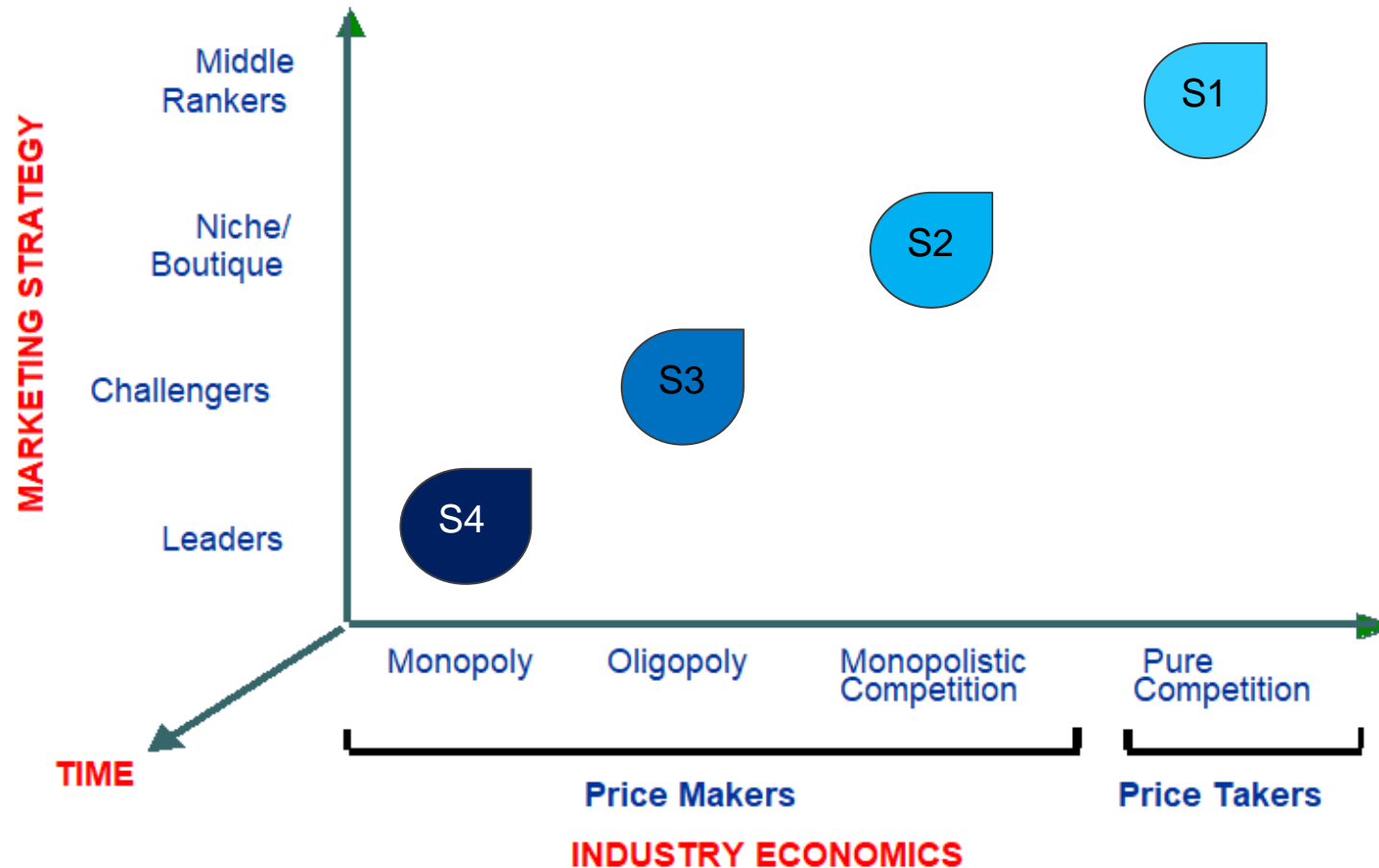
3 Key Factors:

- Industry Economics
- 4 Different Profit Models
- Resource Allocation



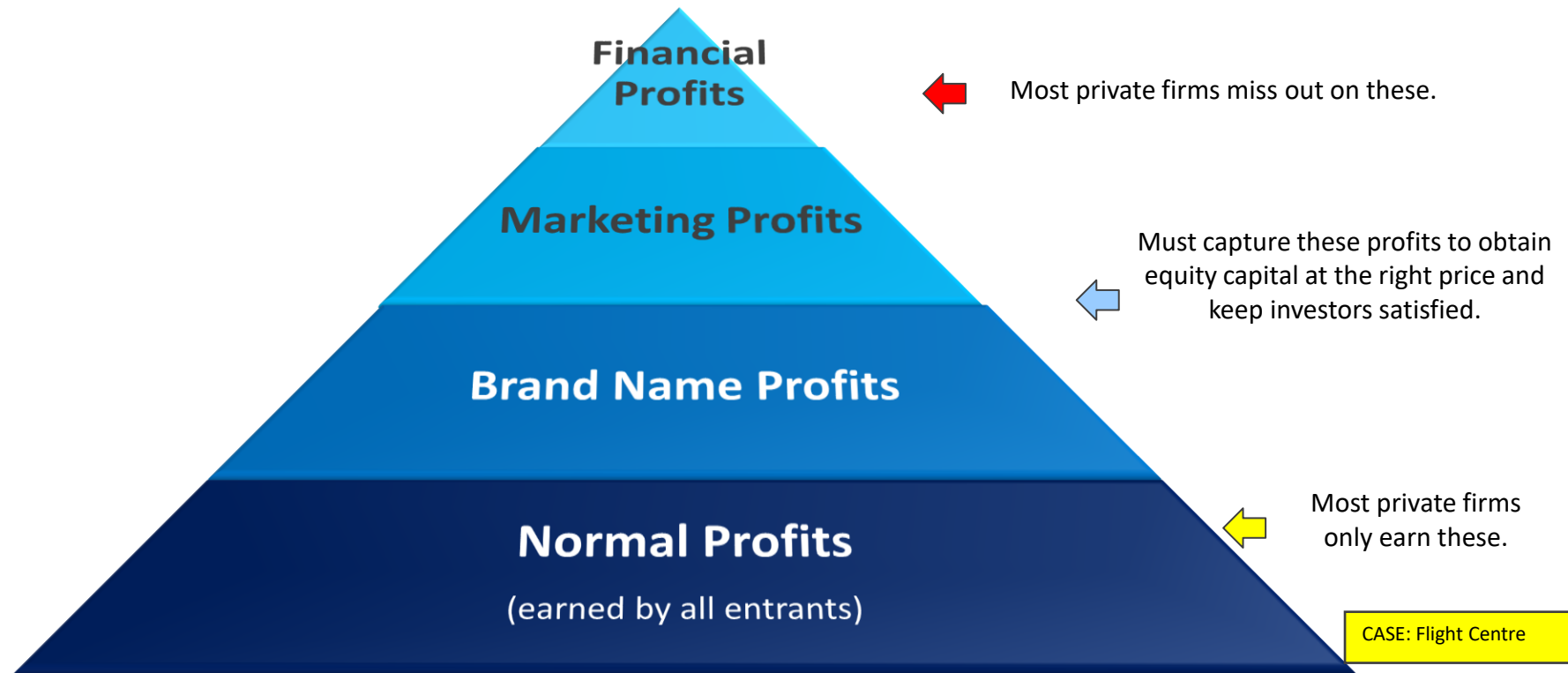
REACH YOUR PEAK.

Using economics of your industry



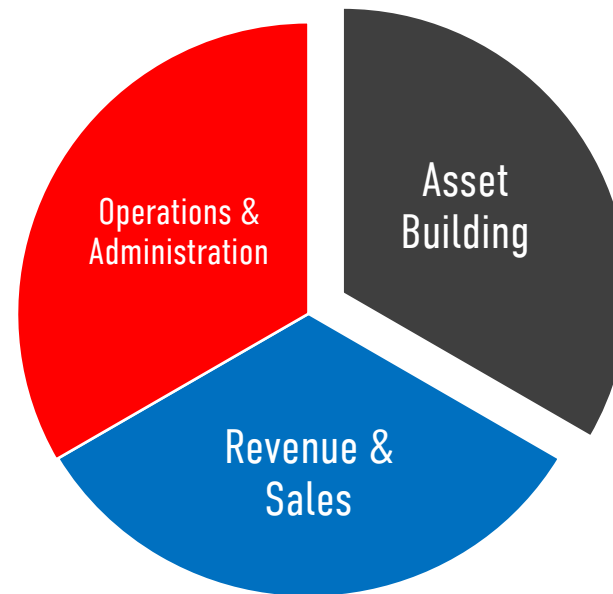
REACH YOUR PEAK.

Business Profit Model



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Resource Allocation



Source - Shirlaws



REACH YOUR PEAK.

QUESTION

**Where do you spend most of your
time in your business?**

1. Operations & Administration
2. Revenue & Sales
3. Asset Building



REACH YOUR PEAK.

7 Foundations to a successful business

1. Question all aspects of your **business** and **industry**;
2. Build a strong **cohesive team** to allow you to work **on** the business;
3. Establish **strong systems** and guidelines for your team's autonomy;
4. Create an **environment** of continual review and innovation;
5. **Empower**, trust and **reward** your team;
6. Build strong **cash flow** and reserves to overcome the unexpected;
7. Surround yourself with **trusted** and highly skilled experts to guide and implement your strategies.



REACH YOUR PEAK.

How are you making your decisions?

- **Internet & Social Media** – driving more content than ever. Flooded with mis-information, opinions and self-determined guru's
- No **one** person will ever have the perfect solution for you;
- Your decisions are unique to your business, industry & circumstances;
- Who are you **surrounding** yourself with to gather expertise, experience and insights to help make the best possible decisions?



REACH YOUR PEAK.

Your Actions

- What is 1 thing you will do tomorrow to be more **strategic and deliberate** in your decision making?

- **Write this down.**



REACH YOUR PEAK.

A large group of people in a conference hall, overlaid with a semi-transparent red filter. The people are engaged in conversations, and the scene is brightly lit. The text 'THANK YOU.' is centered in the middle of the image.

THANK YOU.

**A TRUSTED
COMMUNITY
TO EMPOWER
COMPANIES
TO GROW
CONNECT
TRANSFORM
PROSPER
& SUCCEED**