FOR ESTABLISHED BUSINESSES READY TO PERFORM BETTER

Business Performance Programme

Turn turnover into profit - and build a stronger, better-managed business.

The Business Performance Programme is for established owner-managed businesses that are already trading at a meaningful level but are not performing as well as they should. The emphasis is on the numbers, commercial performance, management structure and the practical changes required to improve the business.

Who is it for?

Established SMEs and owner-managed businesses with employees, customers and turnover already in place - particularly where margins are under pressure, the owner is carrying too much, management information is weak or growth has not translated into the profit it should.

What can we work on?

- Profitability, margins and financial visibility
- Pricing, estimating and commercial decision-making
- Cash flow, budgets and key performance indicators
- Systems, processes and operational control
- People, leadership and organisational structure
- Growth, strategy, succession and reducing owner dependency

How it works

The programme is built around a substantial face-to-face mentoring and performance session every two months, supported by agreed actions and review between sessions. The work follows the priorities of your business rather than a generic classroom syllabus.

A good fit if...

- The business is established but underperforming
- Turnover is not producing enough profit
- You need stronger commercial and financial control
- The business relies too heavily on the owner
- You want challenge, accountability and experienced strategic input

The objective: a more profitable, controlled and valuable business.

£665 per month	Every 2 months
Ongoing programme	Substantial face-to-face session

Spooner Mentoring | Foxton, Cambridgeshire

All face-to-face sessions will be held at our studio in Foxton, Cambridgeshire.