



# OPTIMIZING THE FASEO RELATIONSHIP

# Optimizing the fasEo Relationship

## Cut Costs | Increase Revenues | Build Sustainable Results

Specialists can bring immense value to any business – but do not always need to be part of your permanent team. As business consultants, we have experience of working with clients who take different approaches in selecting their Business Consulting partner. We believe that it is very important to select a partner who will embrace the following steps in order to maximize the engagement:

### **Achieve Clarity and have a Business Case**

Before you start, decide exactly what you want to achieve (MEASURABLE RESULTS) and have a clear business case. We are delighted to work with you in the preparation stage on cost evaluation and justification. Like you – we need to know exactly what the “Definition of Success” must be.

### **Listen**

Listen to what the consultant has to say, but ensure that they are fully briefed and have access to all pertinent information to enable their input to be really valuable and relevant. It is our job to be good listeners too. Communication and understanding are critical components.

### **Gain Buy-In**

Optimize the value of the assignment by getting buy-in at all levels and with all stakeholders. Avoid the trap of it becoming a “Management thing”. The success of our working with you is based upon sustainable performance that the organization and your employees can “own”.

### **Work as Partners**

Real value is generated when the consultant and organization work as true partners. Aspire to become a single team. Maximum benefits are released when we are considered a part of your team. We aim to be helpful, assertive and sensitive, not intrusive.

### **Be Flexible**

OK, so you have great methodologies and so do the consultants, but we must all be prepared to listen to a fresh approach from each other, or ideas that might just require a paradigm shift. We are always prepared to listen, learn and improve to grow our business.

### **Inspire**

Make sure everyone gets a “Win”; the company and all of those on the team, including the Consultant.

**fasEo Consulting believe that there is nothing more contagious than SUCCESS!!**