



Consult Baines Business Advisors

OUR MISSION

We specialise in helping you achieve outstanding growth in your business. Our associates offer you a wealth of experience in all aspects of executive management and governance.

The services we offer are centred on these areas

- o forming clear and effective growth strategies
- o building high performance teams
- o effective governance
- o fluent communication and smooth implementation

PROVEN RESULTS

Peter Baines has more than 20 years' experience in international business. He has lived and worked in Europe and New Zealand.

He is based in Brisbane and has a track record of building strong businesses nationwide. He has the connections and experience to grow your business.

Peter Baines is the Managing Director of Consult Baines. He is an Accredited Associate of the Institute for Independent Business.

ABOUT THE INSTITUTE FOR INDEPENDENT BUSINESS - IIB

The IIB is a research, training and accreditation organisation established in the UK in 1984 to give independent businesses direct access to top business people and bring practical advice & timely ideas to the client.

The IIB is the largest organisation of its type in the world and over the years has accredited thousands of Executive Associates. These Executive Associates provide one of the most comprehensive support infrastructures for business in the world, via the *IIB Business Support Program™ (BSP)*.

"Peter accomplished much during his time with Tait and continually demonstrated an ability to achieve improvements, which resulted in an improved profit performance for Tait Oceanea."

Michael Chick, CEO and Group Managing Director, Tait Electronics Limited.

HERE'S HOW IT STARTS...

"Peter's accreditation by the IIB requires that he gives time each month for obligation free, no cost, informal meetings with business owners about any aspect of their business they would like to discuss. Where business owners need assistance and apply for the *IIB Business Support Program™ (BSP)*, Peter can work with them to solve their issues and maximize their opportunities."

DETAILED SERVICES

Here are some of the specialised ways we can help you.

- o Writing marketing plans (accelerated planning technique)
- o Competitive market studies
- o Market analysis
- o Marketing strategy formulation
- o Sales management systems
- o Rep call plans
- o Sales rep agendas
- o Sales targets setting
- o Sales rep reporting systems
- o Sales performance measures
- o Staff selection & recruitment
- o Lobbying government
- o Team based selling to big business
- o Complex systems / technology selling
- o Selling / buying businesses
- o Independent director
- o Non-executive director
- o Board performance
- o Director selection and evaluation
- o Governance process

WHAT ELSE SHOULD I KNOW?

You can find more of an introduction to Consult Baines at
www.baines.com.au

AT FEES YOU CAN AFFORD

The first meeting is free. Following that, we will talk further only if we are convinced that we will bring benefits worth many times more than our services.

To make contact....

Email info@baines.com.au

Consult Baines

Business Advisors

Let our expertise take you forward

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