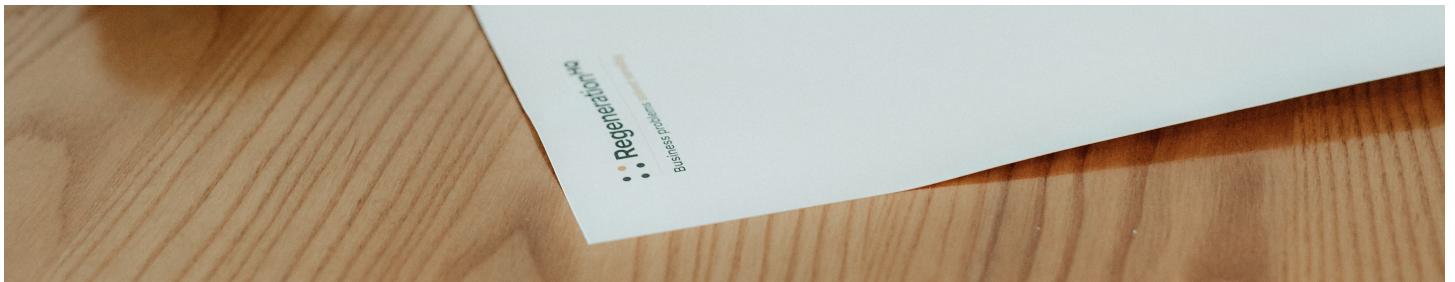




Business problems **solved sensibly**

7 Point Business Diagnostic



The purpose of this diagnostic tool is to get a quick snapshot of some key elements within your business. It is not designed to provide you a roadmap to greater success, but it will get you thinking about some things you may not have been paying enough attention to.

The secondary purpose is for us to make some observations about what we see and report to you in a simple plain English style that will allow you to determine whether you might like to explore doing some business with us. This diagnostic can be done over the phone, or better yet on a Zoom call. It should take no longer than 40 minutes to an hour at a time that suits you.

Best of all, it is free, strictly confidential and carries no obligation.

What is this?

The RegenerationHQ 7 Point Business Diagnostic is a comprehensive tool designed to provide small and medium-sized enterprise (SME) owners with a quick yet insightful overview of various critical aspects of your business. This diagnostic is aligned with the ethos of RegenerationHQ, focusing on fostering ethical, reflective, and compassionate business practices that positively impact business performance and society. Here's a breakdown of the seven key areas covered in the diagnostic.

Financials	<ul style="list-style-type: none"> ● Do your monthly financial reports give you quality, real-time information to help you steer your business? ● Are you confident that your COGS and OPEX are as lean and efficient as they could be?
Customers	<ul style="list-style-type: none"> ● What is the average length of time your customers remain with you? ● Do you know what your customers would say about your business if we asked?
Suppliers	<ul style="list-style-type: none"> ● When did you last review your supplier relationships so you know that you're buying the right things from the right people at the right price? ● Are you close enough to your suppliers that you can be confident you're getting the best deals, the best advice and access to new innovations as they occur?
Team	<ul style="list-style-type: none"> ● Do you know exactly who is your most productive team member and who is your least? ● Do you know what your team members would say about you as an employer if we asked them?
Products & Services	<ul style="list-style-type: none"> ● Do you know product by product (or service by service) where the profit is coming from and what products or services no longer make financial sense to continue with? ● Do you have a product/service development plan to keep you relevant into the future?
Sales & Marketing	<ul style="list-style-type: none"> ● What sales and marketing activity are you engaging in currently? ● Do you have a clear view on what works and what doesn't in regard to selling your products or services?
Technology	<ul style="list-style-type: none"> ● Do you have business technology that supports you in knowing more, manufacturing faster or supporting change? ● Have you seen how technology has helped other businesses really make major improvements?

Focus Areas

- **Financials** - This section delves into the effectiveness of your business's financial reporting. It encourages you to critically assess whether your monthly financial reports offer real-time, quality information that aids in decision-making. Additionally, it prompts a review of the Cost of Goods Sold (COGS) and Operating Expenses (OPEX) to ensure they are as lean and efficient as possible.
- **Customers** - Here, the focus shifts to customer relationships. The diagnostic questions aim to uncover the average duration of customer retention and gauge the business's understanding of customer perceptions and satisfaction.
- **Suppliers** - This area emphasises the importance of reviewing supplier relationships. It encourages you to ensure you're procuring the right products or services at the right price and from the right suppliers. It also probes into how well your business is leveraging these relationships for better deals, advice, and access to innovations.
- **Team** - This section is about understanding team dynamics and productivity. It seeks insights into which team members are most and least productive, and what the team thinks about you as an employer. This aligns with RegenerationHQ's emphasis on compassion with rigour and creating a positive work environment.
- **Products & Services** - This aspect evaluates the profitability and relevance of your business's products or services. It asks whether you know where your profits are coming from and whether there are products or services that are no longer financially viable. It also probes into the existence of a development plan for future relevance.
- **Sales & Marketing** - The focus here is on your business's current sales and marketing strategies. It examines whether you have a clear understanding of what sales and marketing tactics are effective.
- **Technology** - The final section looks at how technology is utilised in your business. It questions whether you have technology that aids in knowledge acquisition, production efficiency, or supports change and whether you are aware of how technology can lead to significant improvements.

This diagnostic, which can be conducted via phone or Zoom call in about 40 minutes to an hour, is not only a tool for self-assessment but also a way for RegenerationHQ to identify potential areas where we can assist businesses directly and positively.

It's offered free of charge, is confidential, and comes with no obligation, making it a valuable resource for SME owners seeking to improve their business practices while aligning with ethical and compassionate values.