

# PARTNERING WITH GLOBAL CONSULTING

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## Partner with Global Consulting

Global Consulting is an Australian Coaching and Consulting Company operating in Australasia, South and East Asia, the Middle East and Central Asia. Global products and services are designed to be delivered virtually, or by direct contact with clients. This enables consultants to establish lasting relationships, and provide continuous and cost effective support for clients in any location worldwide.

Global offers unique and profitable business opportunities to skilled, highly motivated professionals who seek independence, delivering business improvement solutions which are universally in demand regardless of global economic conditions.

## Global Services Profile

Global Partners can offer the following services:

- ➔ **G-ANS** – Analyze business capability, and business performance using the range of online G-ANS surveys and analytics, including Business Excellence, Business and Financial Health Checks
- ➔ **G-PLANS** – Develop Strategic, Business and Marketing Planning using online G-Plans tools
- ➔ **G-COACH** – Offer Executive leadership and business-wide coaching and training services delivered on-line and through direct consultation;
- ➔ **G-MAPS** – Deliver business performance reporting and analysis services, including deployment and management of Balanced Scorecard solutions;
- ➔ **G-SURVEYS** – Offer a range of organizational surveys including (amongst others) the Global Performance Culture Survey, and the Global Performance Leadership Survey.

## Service Technologies

Global supports delivery of consulting and coaching services using our online GLOBAL PERFORMANCE PORTAL which includes:

- **COACHING CENTER** - providing 16 Leadership development and coaching programs, and associated resources;
- **STRATEGY CENTER** – providing 8 strategic, marketing, business and operational planning programs and associated resources;
- **PLAN MANAGER** – enabling development of online Strategic and Business Plans, and tracking of strategy execution using a balanced scorecard framework.
- **ANALYSIS MANAGER** – enabling analysis of business capability, and business performance using online surveys, and analytical tools;
- **PROJECT and TASKS MANAGER** – enabling planning for and monitoring of client projects online
- **RESULTS MANAGER** – Manage online Balanced Scorecards and Generate Business Performance reports in MS Word and MS Excel (with graphical analysis) on all aspects of business performance;

## Partnering Model

The Global Business partnering model is unique in that is not based on high up-front investment, or complex and costly certification training programs. Our partners grow their businesses with Global, and access our resource bases and programs as they develop their client bases.

All Global partners pay a monthly membership fee which provides the following:

Dedicated Company **CONSULTING PORTAL** which includes:

- ➔ **Analysis Manager** – enabling online or direct analysis of business capability and performance, and supported by Global analysis toolkits and workbooks;
- ➔ **Coaching Center** – providing 16 Executive Coaching toolkits with hundreds of online articles, case studies, templates, and handbooks for both consultant and client use;
- ➔ **Planning Center** – providing 8 Strategic Business Analysis and Planning toolkits with hundreds of online articles, case studies, templates, and handbooks for both consultant and client use.
- ➔ **Online Self-Assessment Surveys** – the coaching and Planning Centers are supported by 30+ online self-assessment surveys which the consultant can administer to diagnose individual and organization capabilities, and development needs.
- ➔ **Results Manager** – enabling design of Balanced Scorecards, Business Performance Management frameworks, and strategic review programs;
- ➔ **Action Planning and Task Management**
- ➔ **Files and Discussion Forums** – enabling client document storage, and discussion forums;
- ➔ **Web Conference system** – enabling the consultant to conduct web conferences with clients worldwide;
- ➔ **Coaching Guides** – providing guidance on coaching and consulting with clients

**Note:** your Performance Portal will be a shared environment for up to 10 clients. Client specific portals can be set-up on request.

Additional fees are payable for the following **PORTAL Services**:

- ➔ Online Strategic, Business and Marketing Planning –using 3<sup>rd</sup> party software systems and supported by Global resources and support;
- ➔ Online Balanced Scorecard and Business Performance Reporting services - using 3<sup>rd</sup> party software, and supported by global resources and online support.

## Key Partnering Principles

Global is seeking professionals who have a sincere desire to own a consulting practice or expand their existing business offerings. We will provide you with the resources, the guidance and the support you need to build a highly profitable business. To this end, we have developed a highly attractive partnering model based on the following principles:

- 🌐 **No upfront lump sum payments** (*Instead, a monthly fee is payable, with additional fees payable for additional Modules, and Client Portals;*
- 🌐 **Co-branding** - *enabled through use of all materials, and web-sites;*
- 🌐 **Marketing support** - *through co-branded monthly newsletters, brochures, branded folders, and partner web-sites (we set-up sites for you);*
- 🌐 **No territory restrictions** - *Enjoy working anywhere in the world. We support your business where you want to. If you decide to move... take your business with you!*
- 🌐 **Freedom and flexibility** - *Enjoy working when and where you desire. 99% of your meetings will be on-site, or VIRTUAL, which means you don't have to have the high overhead of an office unless you choose to.*
- 🌐 **High profits** – *Our business model enables large profit margins.*
- 🌐 **No royalties** – *We don't take a piece of your profits;*

## Enquiries

To discuss an application to become a Global Partner, please contact us on:

By email on: [jamesj@global-cn.com](mailto:jamesj@global-cn.com)

or by phone on:

**Australia: 61 8 9297 1733**