

You're Cruising in the Middle Lane

Discover How Close You Are To Having the Business and Lifestyle You Want.

Thank you for taking the assessment.

Here is your personalised Business Growth Report showing where you are right now and what might be getting in the way of you having the business and lifestyle that you want.

The assessment results are based around the 4 key building blocks to growing a profitable business - Time, Team, Money, and Mindset.

Assessment Results fall into 3 categories: Slow, Middle, and Fast Lane.

Your Results

Congratulations!

Your results show that you are motoring in the **Middle Lane** with untapped potential that would improve your bottom line and fund your lifestyle. You could go much further and faster by addressing a few key areas.

You have made a good start, put some foundation pieces in place, and gaining valuable business experience day by day. This is a strong base to build on.

Insights

- ▶ You are likely to be in the early stages of your business or maybe you have been going a while and hit a bit of a plateau. You know that your business has far more potential and it is a bit frustrating to see that your efforts are not yet reflected in your bank balance. Cashflow is lumpy and reserves are low which has been more of a concern lately due to the pandemic.



- ▶ You are great at what you do, an expert in your field, getting great results for your clients but starting to worry that customer service may slip as you are nearing your limit. You are working flat out; clients are chasing you and you often feel overwhelmed. You rarely take time away from the business and feel anxious when you do.
- ▶ Working with clients is what you do best but you may not be quite so keen on, or don't have time for other parts of the business, such as sales, marketing, building systems, money, and people management. These tend to take a back seat and only get done when they become urgent.
- ▶ You trade your time for money, are stuck in a cycle of working with clients, and trying to find clients with very little time or energy for anything else. What's more, you often spend more time with clients than they pay you for which is eating into your profits.
- ▶ Most of your clients have probably come from word of mouth and you wish you had a more reliable and consistent source of leads.
- ▶ You know you need to put better systems and processes in place and could do with an extra pair of hands to lighten your load. You would like to grow your support team but perhaps you don't have the time or skills to find and train them or maybe you are nervous that you will make a mistake.
- ▶ The rollercoaster ride of being your own boss can take its toll at times, your confidence and self-belief can ebb and flow when the pressure is on or perhaps you hold back or over-think things in fear of making a mistake. Recent events have tested your ability to make quick decisions, pivot, and change quickly. Also, it has highlighted the importance of building resilience and the ability to bounce back no matter what comes your way.



The Way Ahead

You know you have the skills, knowledge, and expertise to run a much bigger business and it is frustrating that's it is taking so long to get there, or maybe you're just not sure where to start.

You've seen others do it, so why not you?

They are attracting much better clients, helping more people, have plenty of time for themselves, a dream team that makes things run like clockwork, and money in the bank ... this is what a profitable business looks like!

Next steps

The first step to building a more profitable business and a better lifestyle is to have a clear **Roadmap** showing you the fastest route, avoiding traffic jams and roadblocks.

So, let's jump on a strategy call and create your Roadmap together and get you motoring in the right direction and move into the fast lane.

I normally charge for but for this but as you have taken this assessment I happy to offer you a **FREE** complimentary, **45-minute strategy session** to work out your **Roadmap**.

[CLICK HERE TO BOOK A STRATEGY CALL](#)

People that I've worked with find in just a couple of months that they have more **money in the bank**, much **better clients** that they enjoy working with and are prepared to pay them what they are worth, are **less stressed**, take more time away from the business, have a **support team and great systems and processes** in place and far **more confident, self-assured and robust** as a business owner and person.

[CLICK HERE TO BOOK A STRATEGY CALL](#)



WINNERS

TIME



The programme speedily delivered clarity and realism around my plans, and **new business has increased threefold** over the last 6 months. The Time Tactics module really helped me **structure my time** and I now **get so much more done, feel less overwhelmed, and more in control.**

I have also introduced time-saving business systems that help my business **run more smoothly.**

Anne's calm and considered insight is invaluable, and her sage advice based on relevant experience is second-to-none.

Highly recommend

Su Copeland
Pridley Marketing Agency



Working with Anne on the Fast Track Programme provided the **structure, pace, and discipline I needed to grow my business.**

The FTP showed me how to free up my time for developing my business, create an exciting yet achievable business plan, **increase turnover and profit, implement new systems, and get clear on my value proposition and marketing messages.**

I now **feel in control** of my business and know what I need to do to achieve my business and personal goals.

Julia Carter
Director: Zest for Training and Development Consultancy

TEAM



The Fast Track Programme has helped us change quite a few aspects of how we operate at Bliss-Systems.

We have seen tangible benefits, not only has our productivity and profits improved, our stress levels have reduced, and **we now take more time away** from the business.

The People Management System has really helped us get a handle on the team side of things and improved our staff retention rate.

It is great working with Anne and the Team at Results360.

Dan Webb
MD, Bliss IT Systems



The Fast Track Programme helped me **make the mental shift from employee to business owner.**

We have learned that it is imperative to have a robust sales and marketing strategy and plan if you want to grow.

We also have a much better understanding of **where to spend our time and money** along with **how to manage and motivate the team.**

Overall, the programme was excellent **value for money.**

Joyce Martin
MD JCS Online Resources

MONEY



The Fast Track Programme helped me get clear about where I was spending my time and encouraged me to do more of what I'm good at, Sales!

The **profitable Client Process** was a revelation, as a result, we now have a clearly defined niche and **attracting more high-value clients.**

We have seen a **37% uplift in profits** in the last 12 months.

Anne and her team at Results360 are all business professionals with a personal touch. They encouraged me to get clear about my business goals and kept me focused and on track.

Clive Taylor
MD, Witney Letterbox, Marketing Agency



The Fast Track Programme is the **best investment** in my business I have ever made.

The **Cashflow Calculator** showed me how to quickly improve my bottom.

I have learned a lot about good business practices and to think more like a business owner.

I have seen a **60% increase in high-value clients**, and I also have more time for myself.

Thanks to Anne I now have a clear direction for my business, more self-confidence, and belief as a business owner.

Sarah McCloughry
Anrah Training & Development Consultancy