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Working with Robert Gerrish

Thank you for considering my services. The purpose of this document is to outline my approach and how I'll be working to support you.

~ How sessions run

Whether face-to-face at my Circular Quay, Sydney City office or via phone (or equivalent), it's important we hit the ground running and focus on your key challenges.

Before our time starts, please consider the outcomes you're after. To help this, I will ask you to respond to some preliminary questions during the booking process.

Towards the conclusion of our session, I will invite you to confirm the actions you will take as a consequence of our discussion and at this point, I too will summarise any commitments I have made with regards the sharing of contacts or information.

Finally, we will review how far we've come and depending on your needs, may explore the role and frequency of further conversations.

Please note, I start and finish on time and cannot make adjustments or compensate with less than 24 hours notice. I'm very respectful of time and ask that you are too.

~ Fees and payment

- *Consultations:* 45 minute duration. Phone (or equivalent): \$155.00*
- *Strategy workshop:* 2 hour session at my Sydney office, followed by a 45 minute follow-up call (valid for 4 weeks): \$525.00*

* Fees subject to 10% GST. Payable by credit card at the close of our time together.

~ My areas of expertise

Below and over the page I highlight some of my main areas of expertise. In a number of cases I have handouts or worksheets that I will gladly share, as relevant.

Satisfaction and enjoyment

- Determining what's working and what isn't
- Designing a new way of working
- Opening up sources of energy, curiosity and creativity

Productivity

- Managing your time and designing your workstyle
- Determining and tackling priorities
- Avoiding distractions

Structuring work

- Establishing systems and procedures
- Delegating, outsourcing and effective briefing
- Bringing on partners, associates and freelancers

Marketing / attracting clients

- Reviewing your key business proposition
- Assessing your position in the marketplace
- Measuring the engagement of your target market

Client management

- Effective client intake
- Setting expectations
- Handling difficult situations
- Increasing fees and getting paid

Value and growth

- Commanding a premium
- Exploring growth avenues
- Developing a portfolio business

Selling and exiting

- Designing yourself out of your business
- Choosing between succession, merging or sale
- Finding, packaging and realising value
- Exploring the sales process

Other specific projects

- Conceiving and creating presentations
- Writing a book and getting published
- Scripting and presenting an online course
- The role and process of podcasting