



“Advisory Works expertise and assistance with realigning and focussing our strategy was crucial during the GFC”

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Advisory.
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Execution
Partners

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CONTINGENCY AND CLOSING MARKETS STRATEGY

SIMPLIFYING BUSINESS

CONTINGENCY AND CLOSING MARKETS STRATEGY

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At Advisory.Works, we not only provide vital support for businesses experiencing growth, but also provide critical solutions for businesses facing challenges such as a recession or a shrinking market.

Our experienced and talented team bring a breadth and depth of knowledge and skill to enhance any business leadership team. We become a crucial player supporting your team through change.

Those who can identify potential challenges early then adapt and change the fastest – win! It is essential to know what things you can immediately do to help your business and your people to cope with this market change, and how to succeed moving forward to either survive or thrive in difficult times.

We have combined key research and experience from previous recessions and other contingencies, such as the Canterbury earthquakes, that enable us to determine how a business should best weather a storm depending on their industry, market position and financial position. We show businesses how to develop a plan that enables them to understand where they currently are, where they want to be, what they must focus on to achieve that, how create a heightened tempo to implement it, and what short term and mid-term changes to make as they progress on their journey.

Our proven framework of Culture, Strategic Intent, Disciplined Execution and High Performance Leadership, with additional recession and contingency focused tools, allow us to help you develop and implement a robust strategy to successfully navigate change.

What will you cover in the Contingency and Closing Markets Strategy Planning Workshop?

Over one to two days, we will take you through a carefully guided, inspiring and interactive process to really understand your business and create your strategic plan.

In addition to what we normally include when developing your Vision & Strategy, we will also cover the following:

- Understand the nature of recession environments
- Understand general survival strategies and case studies of how other businesses did this
- Understand initial response options
- The questions to be asking and the indicators to be looking for in the market
- Understand the tempo and communications to make strategy execution happen during challenging times
- Strategic Reviews to check in on execution and to set the next 60 Day Action Priorities to create tempo and urgency

If you'd like a closing market focused strategy for your business that will help your business survive or thrive and engage your people through a difficult time then contact us now. We'd love to help.