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## **BUSINESS CONSULTING - FROM A HOLISTIC POINT OF VIEW**

Business is driven by the desire to succeed and to gain benefit from that effort and enterprise - firstly by the individual, and then from the effective development of a team who share that common drive, focus and commitment. Then, by integrating their efforts with appropriate technology to maximise profits and effectiveness, and through that process, to deliver meaningful, ethical, relevant, and beneficial outcomes for the client.

My background and capability to help you achieve these goals, can be briefly summarised as having built up an extensive, eclectic history of work experiences, gained from never saying “NO” to opportunities, spanning some fifty and more years of hands-on real-life experiences briefly described here –

- The 60's** Studied a Diploma of Applied Chemistry while also working in cabinet-making, industrial photography, involved in motor sports (Speedway), and through that, acquiring automotive mechanical /electrical skills, including welding, panel-beating & spray painting. Managed a camera store at Melbourne Airport.
- The 70's** Various roles in the Victorian State Government Public Service before purchasing a retail hardware store and while there, gaining certification as a locksmith, which allowed the creation of a security business, then later, a shop-fitting business. Simultaneously with these, firstly just as a hobby, eventually acquiring the skills and application as a chef in French cuisine, with a business neighbour for two years. Selling these enterprises allowed our move to Brisbane and becoming the State Manager for an international security and lock manufacturer, later also being appointed as their Asia Manager, responsible for sales to the Singapore Housing Commission and Malaysian Governments, as well as personally designing and delivering the high-end security for the Mindil Beach Casino in Darwin, Iwasaki Resort at Yeppoon, Mt Isa Mines and more. Continued participation in motor sports (Aust.Rally Championships).
- The 80's** Changing industries from security to industrial fastenings, taking up the role of State Manager for the dominant national fastener supplier then and now; and during the 80's major recession, my role grew to being responsible for Qld, South Australia and Victoria; continuing until partnering in a Qld business, growing that from 13<sup>th</sup> in the industry to 4<sup>th</sup> in just two years, before being bought out. Expanding on an already deep involvement in IT, as a systems builder and software developer, then forming another company developing applications for real estate agencies and acquiring recognition as a “specialist” in residential investment

- strategies, before moving into consulting to private and SME investors and applying “hands-on” experience to assist a wide diversity of small businesses throughout south-east Queensland, with a focus on business and strategic planning and risk management, together with systems integration [S=PPT].
- The 90's* Contracted to establish a public-interest Call Centre for the Qld State Government, which is still operating today, this transferred to spending the next five years working in various executive roles with a NGO charity, one function being the project manager for the restoration of a Heritage-listed property to use as their headquarters, and another, managing the seamless relocation of a substantial business entity from Melbourne to Brisbane without business interruption. Demand for my services from private consulting clients continued, so I resumed servicing their needs for several more years, together with setting up and heading two NFP groups for a few years on the side.
- The 00's* Eventually, taking up a position with another Qld State Gov't body for four years to project manage the construction and commissioning of a substantial high-security, environment-controlled storage facility. I also held the role of President of the Buddhist Council of Qld for seven years during this time, then holding the role of Treasurer for four more before resigning.
- The 10's* After marrying an amazing Thai lady, we bought a tired Thai restaurant and this has been the main activity for this decade, more than doubling the business' performance and clientele; while still providing consulting services to an eclectic collection of both long-term and new private and SME's.
- The 20's* Here we are ... COVID-19... what an impact this virus has had on this modern world..! To date, our restaurant has weathered the pandemic well and consulting activities have increased.

The scale of these ventures range from single sole-trader to SME's with up to 100 employees, global corporates, and dealing with imports and exports, establishing IP rights; and with revenues, under my direct control, exceeding \$100m PA.... and so, there you have it – more explicit details can be provided.

## **SO, HOW CAN I HELP YOU...?**

I like to use the term for my services as a “Mentor” or “Business Buddy”, and always try to deliver results that pass the Best Outcome Overall Test [BOOT].

If you believe your business may benefit from a fresh pair of eyes to see how it might work better, or if you need a Devil's Advocate to stress test an idea – all in the strictest of confidence, these are the services I can offer to you.

My diverse background, across a wide range of industries, and sizes of business – either as a senior executive, sole trader, company owner/operator or as a consultant to them – for more than fifty years, has taught me to identify issues, and develop strategies to correct them, in a holistic way, looking at the business as a whole, not just fixing problems, as such.

I am happy to talk with you anytime – just call or email.....Jim