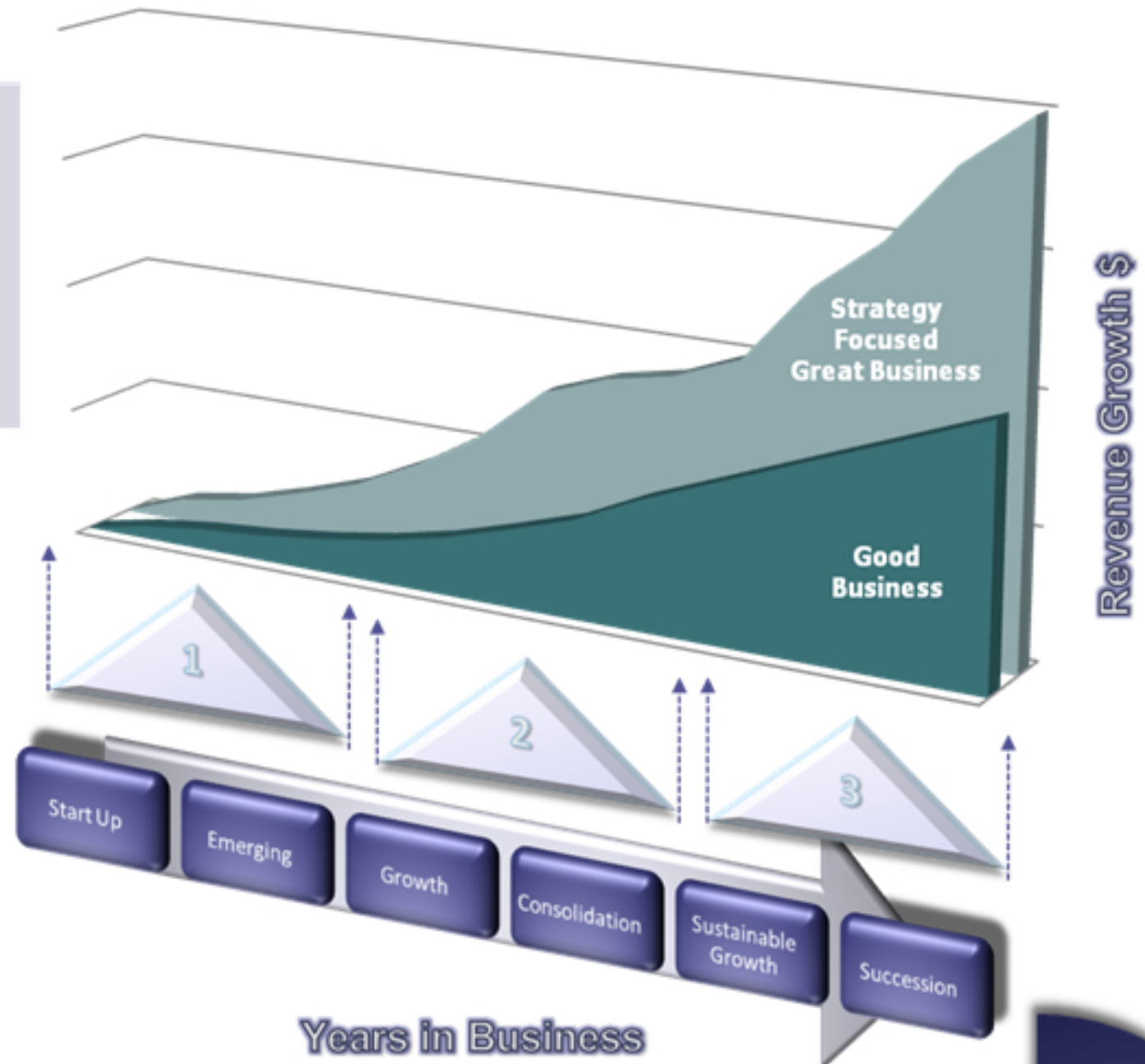


Integrity Business Solutions

Program Solutions

1. Emerging
2. Sustainable Growth
3. Succession



Business Application

Year 1

- Quarter 1: Business Planning – set plan & budgets
- Quarter 2: Client analysis, service offering & pricing
- Quarter 3: Client communication & marketing
- Quarter 4: Distribution & referrals – marketing programs
- New service line – build sophisticated product with workflows, action plan & distribution

Year 2

- Quarter 1: Business Planning – set plan & budgets including acquisition strategies for growth
- Quarter 2: Functionality & Platform – build organisational structure & workflows
- Quarter 3: Referral planning & system into centres of influence
- Quarter 4: Review – business strategies from last year – service offering, pricing, client analysis, communication
- New service line – build sophisticated product with workflows, action plan & distribution

Year 3

- Quarter 1: Business Planning – set plan & budgets– staff leadership and client management
- Quarter 2: Build balanced KPIs across company with solid reporting structure – staff incentives & retention strategies
- Quarter 3: Marketing and branding/PR strategies. Client communication
- Quarter 4: Review – business strategies from last two years – service offering, pricing, client analysis, client communication, staff leadership, distribution & referrals, functionality & workflows.
- New service line – build sophisticated product with workflows, action plan & distribution