

## CAPABILITY STATEMENT

### Introduction

At the heart of everything I do is Organisational Health. Helping companies become healthier enables them to tap into their "smart" side and drive further differentiation.

However, there is a difference between a company being smart and one that is healthy.

A lot of organisations are pretty smart already as it's a minimum standard to participate in most markets. And this smart side, is the most obvious place to tweak the dials and make a difference in performance. Finance, strategy, marketing and technology are key decision sciences that leaders naturally gravitate to.

However, most companies are pretty dysfunctional.

Imagine an organisation that has minimal politics, minimal confusion, high degrees of morale & productivity and low turnover among good employees.

Imagine that same organisation, that is now inherently healthier, and watch it capitalise on its "smartness".

Think of Organisational Health as the "multiplier of intelligence".

Gain the ultimate competitive advantage and build an organisation that you love leading. Everything I do is practical, relevant and fast so you won't be bored or ever think you have wasted your most precious resource (time) by allowing me into your organisation.



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Business Card



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### Consultancy Areas

#### 1. Convert working groups into Cohesive Teams

- ⊕ Take a Team Assessment
- ⊕ Learn to overcome the 5 Dysfunctions of a Team (see attachment)
- ⊕ Identify & capitalise on the 6 types of Working Genius in your Team
- ⊕ Identify the Ideal Team Player

#### 2. Creating clarity & alignment around the business

- ⊕ Minimise the risk of confusion with the clarification process
- ⊕ Create your Playbook by answering 6 Questions (see attachment)

#### 3. Over communicating & reinforcing that clarity

- ⊕ Teams need to hear a Leaders message 7 times before they believe it
- ⊕ Reinforce clarity with business systems
- ⊕ Learn how to have better meetings

#### 4. Productivity

- ⊕ Getting Things Done (GTD) principles (software & methodology)
- ⊕ The last business card you will ever need

#### 5. VP for Hire

- ⊕ Sales & Marketing expertise
- ⊕ Build or develop existing Sales Teams
- ⊕ Build & execute the strategic direction