



Business Coach Melbourne

Description

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~~Business Coach Melbourne~~ - Eve Diamond Diamond Advisory

Unlock your business's hidden potential by accessing innovative methods to steer you to success with a local Business Coach who understands how crazy White Nights can be, how amazing the Bowl is and that getting home from the MCG can sometimes be a drag.

Whether it be to make a diagnosis and provide smart business solutions, or to help you launch a new project successfully - partnering with Eve Diamond is the greatest advantage a business can have. Out-shine your competition because you are choosing a business coach with all the technical skills and knowledge that you will ever require.

No matter what the size of your business, Eve Diamond is highly capable and extremely experienced in developing practical improvements, specifically driving effectiveness and efficiency.

Most of the time, start-ups and SMEs overlook the importance of engaging a coach especially in the early stages of their business.

When working with Diamond Advisory 30 years of hands-on business leadership and knowledge can be called upon at the critical points in your organisation's life-cycle, so using these skills can be the difference between whether or not your business rises from being a tiny endeavour into a champion.

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Start-up Advice

Start on the right foot with brilliant advice on structure, costs and pricing with proactive accounting advice that will save you time and money as you grow.

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Growth and Expansion Advice

A growing business can be demanding, and to grow any enterprise, no matter what size, you need sound advice. That's where Diamond Advisory come in - working with you ensuring the advice your business receives makes everything work in harmony, both now and into the future.

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Maintaining Business Success

Your business is going well, but could it do better? Sometimes experienced small tweaks can have an exponential impact and Diamond Advisory specialises in brilliant insights on profitability and structuring for continuous growth without burnout. We

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Selling and Exiting Advice

Did you know you can significantly improve your payout when you exit with a little bit of advance planning??
Make sure you are well prepared for every opportunity that may arise.

Diamond Advisory vs Typical Coaches, Mentors & Accountants

Features	Coaches / Mentors	Accountants	Diamond Advisory
Proven system to increase Profit	•	•	•
Proven System to increase Cashflow	•	•	•
Proven system to profitably sell your business	•	•	•
Proven system to solve key business problems	•	•	•

Hands on Help when you need it	•	•	•
Uses Everyday language	•	•	•
Is available at times to suit you	•	•	•

True success comes when you and your business coach are working towards a common goal.

Whether you choose to DIY with a checklist, or get some help with high speed business plans, or are looking for a total business renovation, these business solutions can improve your business success.

A successful business is one that continually:

- Releases Cash-flow
- Increases Profit
- Optimises Business Value
- Explores Opportunities
- Manages Risks

This work keeps these in mind, because a really great business maintains all five points in great balance.

Business Coach Melbourne: – How It Works

Increasing Profit

Fundamentally business is for making a profit – if you are not doing that you are a charity!

Profit is what is left in your business after you complete your sales and pay all your bills. Increasing profit is not about shuffling money to avoid the tax man, or generating more customers it is about improving how much you, as the business owner, get to keep at the end of every day – it is what increases your wealth! Your wealth and that of your business underpins your success.

ie the more profitable your business is the more you get to keep both annually and also the more your business is worth should you decide to sell.

We can increase your profits in a multitude of ways starting quick wins and progressing to longer term strategies when you require changes to:

- **sales pricing and margins** – how can you optimise these?
- **processes and systems** – how can yours be more efficient and effective to assist and support you better?

- **costs and resources** â?? where can costs be cut and expenses saved in your business â?? have you benchmarked your competitors costs?
- **your reporting** â?? are you receiving the right information at the right time to make the most profitable and successful decision?
- **product/service quality** â?? how can yours be better than your competitors (maybe for the same price, maybe with a price change)?

Managing Risk

In addition it is critical we reduce risk in your business. Our delivery processes are undertaken with the strictest governance in mind. Ensuring your risk is being minimised at all points of the Processes. All engagements reference our for quality, change management, risks and knowledge management.

Exploring Opportunities

Practical Advice â?? useful advice needs the right context, and also needs to be able to be implemented practically â?? quickly and at low cost. Therefore our approach is twofold:

1. a) consider all the areas that are affecting the problem by evaluating business drivers and levers.
2. b) benchmark all advice against well know performance management strategies and best practice.

Releasing Cash-flow

Cash-flow is King without it all business becomes difficult, so this is usually the place we start with.

Taking a much more holistic approach than simply â??make more salesâ?• we examine all 5 areas of your business:

1. Current Cash Stores â?? Debtors, loans, turnover
2. Pending Cash Stores â?? Work in Progress and/or Stock
3. Future Cash Stores â?? Terms and Conditions, Sales Processes and Collections Processes

to ensure cash flow change is sustainable. I am passionate about ensuring you have fabulous cash-flow and could go on here for hours, instead we suggest you check our [Blog](#) which has more than 15 articles about improving cash-flow, as well some free resources. If you have cash-flow issues, we have easy, straightforward solutions.

Optimising Business Value

All of these activities improve the saleability of your business, and you can also make sure you business is prepared for every opportunity â?? you never know what is just around the corner. From revealing hidden value, tidying the accounts and shoring up your foundations you can always be best dressed at the Business Sales Parade.

Business Coach Melbourne - Eve Diamond - SME Business Advisor

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Brilliant
Melbourne
Business
Coaching

There can be times in any business when you feel things are getting out of hand. Maybe you're growing too fast – or not fast enough – or you're looking to exit and want to improve your cash flow or profit. Eve Diamond specialises in providing business advice and being your locum CFO. With strategic financial and management advice that will

improve efficiency, profitability and give you your confidence back.
Fall in love with your business again!

[FIND OUT MORE](#)

Seen in:

Media Appearances - Eve Diamond

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