

# Specialized BUSINESS Coaching

Digital Strategies and Decision-Making Support for Automating Operations

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# **Digital Coaching Benefits**



Assisting to consider and adopt popular business software, contributing to the growth and success of your organization or business

- Explore new digital products
- ✓ Construct sales pipelines
- ✓ Obtain a roadmap for improving processes

#### **Increased Efficiency**

- Automate transactions for faster inflows
- Streamline processes and increase productivity
- Reduce the likelihood of errors
- Retain happier employees
- Delight more clients/customers

#### **Cost Savings**

Automate tasks that would otherwise require manual labor.

#### Data Availability

- Speed up the process for effective decision-making
- Determine the return on a digital investment
- Evaluate production/service capacity

- ✓ Consider future sales scenarios
- Increase business capacity

#### **Vendor-Neutral Software Examples**

- Integrated voice/messaging system for professional agencies
- Enterprise System for integrated lines of business
- Marketing strategies for B2C, B2B, B2B2C industries
- Field Service Management for off-site employee projects
- Shift Management for hospitality, attraction and retail stores
- Operations Management for farms/wineries
- Employee information systems for non-profits
- Asset/Inventory Management for industrial distributors

# **Digital Transformation Trends**

- 60% of CEOs say digital improvements have increased revenues by at least 40%
- CEO/CTOs that are involved are 2x likely to achieve successful transformation
- 93% of orgs are already in the process of digital transformation strategies
  - Of those, 3/4 able to pivot to quickly access new markets
- Orgs with digitally integrated processes will outpace competitors by 80% by 2025
- 90% of processes and products are impacted by AI insertions
- Since COVID, Digital Transformations have accelerated by 66%

## **Corporate Profits -> Downward Trend**

- Dealing with added local and global competition, gig economy, etc.
- Organizations hiding it well, but many are simply covering payroll and bills
- Many... if ceased operations, would still owe money/services...
  - Have no choice but to commit to ongoing operations
- This distress may be sensed by customers
  - Many are facing similar challenges,
  - Taking on a desperate vendor... May add to their own anxieties

## Our job is to Build Confidence & Quell Distress

- Not by recommending to add employees or spend \$ on plugging leaks
- But by coaching business leaders ...
  - To view business activities (in real time) -> For immediate, effective decision-making
  - To navigate digital technologies for software tools that empower employees
  - Provide roadmaps to adopt affordable, effective digital processes

#### RESULT

Reassured funders | Confident investors | Sales and contracts | New markets |
 Boosted morale | High-performing teams | Engaged stakeholders | Mobilized remote workers | Supported legal and insurance claims | Notice of threats

# **Digital Coaching Empowers Organizations to:**

- Take control over their workday(s)
- Remove obstacles for employees to do more in less time
- Install mechanisms supporting collaboration
- Solve issues that improve customer's experience
- Encourage pride and innovation
- Create foundations of trust

## Addressing Business Operations Capabilities in the following areas:

Core Business Drivers	Reporting and Decision-Making	<u>δ</u> ΐδ Legal			TRENDSpire	
Back-Office (Leadership Driven)	Operations Management	Finance	People Management	-& IT Services		
Production (Employee Driven)	Product Catalogue	Project Management	Inventory/ Warehousing	Property Management	Design and Development	Business Development
Front-Office (Customer Driven)	₩ Marketing	LSI Sales	Program Delivery	Customer Service	Field Service	

## **Recommended Digital Budget** is 5% of Annual Revenue (i.e. \$5K per \$100K)

**Did you know?** ALL Business Software can be obtained within...

Solopreneur	≤10 Employees	≤25 Employees	≤50 Employees
≤\$600/yr	≤\$6,000/yr	≤\$15,000/yr	≤\$30,000/yr
≤100 Employees	≤250 Employees	≤500 Employees	≤1000 Employees
≤\$60,000/yr	≤\$150,000/yr	≤\$300,000/yr	≤\$600,000/yr

## **Our Team, Associates and Partners**





Dianne Clark, PMP - CEO

Chief Business Strategist

Digital Operations Coach/Consultant



**Eryn Billings**Digital Strategy + Business
Communications Specialist



Renee Christensen, BA

Digital Strategy Consultant

Project Management, Digital Arts



Kathryn Renton, MA
Senior Research Analyst
Behavioural Data Scientist/Al Specialist



Neil Cosby, CHRL, MBA Human Resources Consultant Infrastructure + Reorganization



Hilda Gan, RN, MHSc, CHRL Work Culture and HR Expert Author, Speaker, Trainer

### **Satisfied Clients**



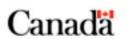
































































































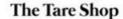






















































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