



Global Management Consulting Services

## ***Commentaries and Insights from Allawos & Company***

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### ***“Moving Forward?”***

***Michael Allawos, Principle Consultant***

Moving forward, we often take this term for granted. Stop to think about it, how often do we walk backwards, read backwards, tell time backwards, drive backwards (well some folks do but this is not the time nor the place for that discussion); the simple fact is we are always moving forward weather we realize it or not.

Even in our business or personal lives we sometimes feel like we are going backwards when we are actually moving forward towards a new phase in our growth. We may not like that new phase or direction, but we are still moving forward and growing into a new reality.

So what to do if we don't like that new reality? All things have a life cycle, be it a product line, services offered or a business model. Leaving behind and closing a product line, service or even a business is still moving forward and growing. Why?? Because with proper planning new opportunities can be made available with even greater rewards.

This brings to mind a company that I know that is in the plastics industry that reduced its products that it offered and cut fifty percent of its customer base and doubled its bottom line, yes doubled its bottom line!

A friend of mine just recently took an early retirement from a large multi-national corporation that provided an exciting career, with travel, recognition and self-gratification. He started his thought process for retirement with moving forward into the next phase of his life, spending time with his wife, going to the museums, seeing a movie whenever he wanted and so on. Then to doors of opportunity started to reveal itself with having his cake an eating it too with a part time consulting

job with the same company. What I'm pointing to is that by moving forward allows us to let go so that we can grab hold of something new and even more rewarding in life and business.

When it comes to how we make our business decisions, we should ask ourselves the following:

✓ Do we have a Board of Directors	✓ Do we have an advisory board
✓ How often do our boards meet	✓ Do you seek advice from Peers or professionals and do we listen
✓ Do you think you are the smartest one in the room	✓ Do you have a business plan
✓ Do you have a succession plan	✓ Do you really know how much your business is worth
✓ Do you have the right people in the right positions	✓ Are we in a growth market
✓ Do you have enough capital for growth	✓ Do you fully understand the global market
✓ Have your Bankers and CPA firms grown with your business	✓ Do you still enjoy what you are doing

The above is an abbreviated list to foster an honest discussion with yourself and your business. Often we are afraid of the answer so we never ask the questions. MOVE THROUGH THE FEAR.

Allawos & Company is there to help you ask and answer the tough questions whether it's finally getting to writing that business plan or updating one, performing badly needed market research, performing strategic company alignment, employee surveys, turning the company around or simply not knowing where to start; calling on the specialists at Allawos & Company can be your first step in moving forward.

### About Allawos and Company, LLC

Allawos & Company is a comprehensive global management business-consulting firm, tuned to enable organizations to identify and exploit opportunities through creative engagement built on a foundation of decades of senior management experience.

We are a global management consulting firm specializing in business plans, business development, corporate development, contract negotiations, employee surveys, strategic planning and turnarounds.

We service the aerospace industry to healthcare, semiconductor to farming and most industries in between.

Our comprehensive consulting services improve the client's condition and leaves behind the tools for growth.

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