



## The Process

### **Strategize - Plan - Execute:**

- Client and consultant meet.
- Discussion on client needs.
- Clarification of client expectations, and client/consultant roles.
- Discussion on available budget
- Written proposal to client that includes the following:
  - “Reason you are here” – Root problems that plague the client.
  - “What your objectives are” – What would it mean to rectify these issues.
  - “Proposed solutions” – Paths we can take, and how these options coincide with solving the client’s issues
  - “Risks” – What could cause the project to fail, and what we’ll do to overcome these risks.
  - “Why I’m suited for this project” – What I’m good at, and what expertise I bring to the table.
  - “How I will do this for you” – From the different paths that are applicable, how each option will satisfy client needs, the deliverables, and what kind of ROI the client can expect.