

# Growth Plans and Strategies

*An Advanced Stepping Up Program*

Owners and managers of SME businesses in the manufacturing and light engineering sector – who are committed to building their business – are invited to participate in an Advanced Stepping Up Program especially targeted to their needs.

The program consists of hands-on workshops and one-on-one mentoring with an experienced trainer and SME advisor. Participants will gain insight into determining customers' future needs and learn how to develop growth plans and strategies to secure their business for the next decade.

## WHY YOU SHOULD ATTEND

Businesses operate in a rapidly changing marketplace. Those that stand still risk becoming irrelevant with their products and services becoming obsolete.

This program is aimed at providing the skills and tools to prepare your business for future success:

- Scenario planning
- Technology roadmapping
- Business model innovation
- Learn how these concepts come together in making flexible long-term strategic business plans.
- Methodically capture and assess the way you are currently doing business.
- Identify current and potential weaknesses and develop and implement plans to avoid or minimise their impacts.
- Hone your strategic planning in mentoring sessions.

## PROGRAM OUTCOMES

On completion, participants will be able to:

- Create roadmaps to match short- and long-term goals with specific technological solutions for achieving these goals.
- Develop business models to meet goals and aspirations.
- Apply strategies to improve their businesses.

## PRESENTER / MENTOR

Stuart Carr is the principal of Carix Pty Ltd. His clients include owners and managers in a variety of industries, professions and trades. Stuart has been applying the principals of scenario planning, roadmapping and business model innovation with SMEs for the past 5 years. He has supported numerous businesses in reviewing their practices and in developing and implementing strategies for achieving greater efficiencies and sustainable growth.

## LIMITED PLACES – Register now

Don't miss this chance to gain new skills to help secure your business for the future.

## Program facts

The program consists of four 2½ hr workshops, interspersed with one-on-one mentoring sessions.

### Homework

Participants complete planning exercises based on their own businesses for subsequent workshops.

### Workshop 1

Introduction to Roadmapping and Business Model Innovation

### Workshop 2

Roadmapping In Depth

### Workshop 3

Business Models In Depth

### Workshop 4

Developing Action Plans

### When? Where?

Dates TBC.

### Where?

Pymont Small Business Centre,  
55 Miller St, Pymont NSW 2009

### Cost to Participants

\$2500 (ex GST) and matched Industry & Investment NSW funding.

### Enquiries

Please contact Susan Woodland at [susanwoodland@carix.com.au](mailto:susanwoodland@carix.com.au) or call 02 8060 8203.