



WHY CLIENTS ARE WILLING TO PAY TOP DOLLAR TO HIRE A VBM

A CLIENT'S RETURN ON INVESTMENT WITH A VBM HIRE INCLUDES:



MORE TIME

Who doesn't need more time!

Your main goal is to free up your client's time so that they can work on the things that only they can do or the things that they enjoy most about their business.



A TRUSTED PARTNER

Essential to the relationship

You truly care about your client's business. You understand the overall business vision, are excited by the things to come, thrive on the day-to-day operations, are comfortable with outsourcing and delegating and strive to make their business succeed. You treat the client's business as if it were your own. In a sense, hiring a good Virtual Business Manager is like hiring a trusted thought and implementation partner invested in your client's business.



A DECISION MAKER

Resulting in a less exhausted client with no bottleneck

Running a successful business requires a lot of day-to-day decisions and projects are often delayed because your client doesn't have time to handle them all. Fortunately, most decisions don't have to be made by them! You're willing to make decisions on their behalf. This doesn't mean you will be making all of the decisions; however, after establishing a guideline with the client, you can certainly handle many issues that arise throughout the day meaning they don't have to.



COMPLETED PROJECTS

A key component to bigger profits

Aside from the business owner, you are the workhorse of the business. You'll spend most of your time planning, organising, and managing the tools, resources, and staff within the business. Your focus is to ensure that things are running smoothly and efficiently; answering questions, dealing with unexpected issues in a timely manner, and keeping projects on track so that business goals are met. The seamless transition from one project to the next allows the business owner to stay focused and the business to grow.



WHERE ARE THEY NOW?

A CLIENT LOOKS FOR A VBM WHEN REALISING

THEY NEED SUPPORT

- Because they can't grow their business without support at a management level.

THEY'VE HIT THE CEILING

- Feeling overwhelmed and don't have the capacity to do it all on their own

THEY HAVE THE BUDGET

- The business has grown to a 6-figure revenue turnover but can't seem to scale to the next level.

THE TEAM IS THERE

- But current team members don't have ability or capacity to support them at the VBM level
- Need help to build, manage and train the team.

OPERATIONS IS NOT THEIR PASSION

- They need someone to manage the day-to-day operations so they know that the right stuff is being done by the right people at the right time.
- Understanding what distracts them could be better delegated
- Wants help to implement key systems and processes to support the biz and management to ensure followed by all and consistency.



BIG PICTURE

- A VBM can set client's free to focus their time and energy on the things that only they can do to grow their business.
- Your client understands their value lies in doing the things that only they can do to grow their business: vision, marketing, business development and strategic alliances.
- They have a clearly defined and proven business model but need a VBM to build on the foundation and create results.
- They have a clear vision and goals and are ready to let go of the day-to-day activities and share the load with a trusted partner - that would be you!

