

VIRTUAL BUSINESS MANAGEMENT

PRICE GUIDE 2024



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Are you feeling stuck in your business growth, overwhelmed by daily tasks, and unable to focus on high-leverage opportunities? You're not alone. Many of our clients have come to us feeling trapped in the daily grind, struggling to step into the leadership role their company needs to achieve its full potential.

The solution is partnering with a Virtual Business Manager (VBM) and our integrated team of specialists and VAs. By delegating daily tasks to a trusted advisor, you can focus on strategic vision and growth initiatives. Your VBM becomes your right-hand partner, coordinating your operations while keeping you focused and accountable on the projects that will realise your goals.

With a VBM, you can unlock exponential growth, achieve greater financial freedom and lifestyle flexibility, and transform your business into a self-managing, scalable entity that allows you to work less but achieve more.

If you're ready to take back control of your time and elevate your business, book a free, [15-minute call](#) with me.

Together, we can help you work smarter, not harder, and bring your vision to life.

Justine

Founder

[NZ's Virtual Business Support Agency](#)





VALUE PROPOSITION

Empower our clients to step into leadership roles (working on their business, not in it) by leveraging the expertise and resource of our virtual business support.



VISION

Imagine a world where businesses effortlessly scale and thrive, led by empowered owners who focus on strategic vision, not daily tasks. We are the future of that world, the go-to provider for Virtual Business Managers and a seamlessly integrated support team. Together, we unlock exponential growth for our clients, freeing them to lead with confidence and achieve healthy, sustainable scale.



HOW WE DO IT

By playing to our strengths. Our VBM, VAs and specialists collaborate as a team to give you the very best advice, support, and outcomes possible. And we're constantly looking for new ways we can improve on this.



WHO WE WORK WITH

We work with entrepreneurs and their teams passionate about making a difference. Our ideal clients are visionaries, great communicators, outcome focused, open minded and see the value in their time ... and ours.



WE ARE AN AGENCY

WHAT THIS MEANS IS

We invest heavily in our business. We do this so you have confidence knowing:

- If a problem happens, you can escalate it to our leadership team and know it will be solved.
- If the person you're assigned to leaves, is sick, or goes on holiday, you have continuity of service.
- We have a comprehensive cyber-security insurance policy, this means our team have to comply with our policy to keep your IP safe.
- We provide training and support to keep up with industry and technology trends.
- We ask for accountability from our team, and compliance to our procedures to protect you and give you the best level of service possible.
- Only the best contractors make it through our application process, we filter so you don't have to.
- We problem solve and look for ways to add value as a team, giving you the benefit of our collective experience.
- Continual improvement is a huge part of any business, as a leadership team we meet weekly to ensure we are evolving as your needs, and our industry changes.

This agency support also means we're a one- stop-shop. You're busy, and we know you don't want to be dealing with a number of different companies or contractors to get what you need done, done. So we make sure you don't have to.

CLIENT PROPOSITION



LEADERSHIP UNLOCKED

- Step into the driver's seat: Delegate daily tasks and free yourself to focus on strategic vision and growth.
- Gain a trusted advisor: Your VBM becomes your right-hand partner, guiding you through challenges and opportunities.
- Empower your team: Streamlined operations and clear direction free your team to perform at their best.



EFFICIENCY ON DEMAND

- Say goodbye to overwhelm: Eliminate time-consuming tasks and optimize your workflow with VBM expertise.
- Seamless operations: Enjoy a cohesive team of assistants, designers, developers, and marketers working in sync under your VBM's leadership.
- Data-driven decisions: Gain valuable insights and reports to make informed decisions for future growth.



EXPONENTIAL GROWTH

- Scale with ease: Our VBM model adapts to your evolving needs, fueling sustainable, exponential growth.
- Focus on high-impact activities: Invest your time and energy in initiatives that truly move the needle.
- Achieve your wildest dreams: With a clear vision, streamlined operations, and a dedicated team, anything is possible.



YOUR INVESTMENT

MONTHLY RETAINER

\$5,600 +GST

40 hours per month

INCLUDES:

- + Monthly strategy meeting (Justine)
- + Virtual Business Management support

Your VBM is responsible for 'managing', not the 'doing'.

It is the role of your VBM to manage labour costs as part of your resources.

As such, where required your VBM will manage our wider team to ensure your projects and tasks are completed *by the right people, in the right way, in the right time and at the right price.*

PLUS

- + Any additional VA hours at a reduced rate*
- + Access to our specialist team at a reduced rate**

TERMS

- Retainer hours do not roll over to the next month. .
- Additional VA hours*: invoiced at \$83 + GST per hour (paid in arrears on top of your retainer).
- Specialist team reduced rate**: invoiced at \$120+ GST per hour (paid in arrears on top of your retainer). This includes projects such as graphic design, website creation and marketing.



OUR CREDIBILITY

A WORD FROM OUR FAVOURITE CHEERLEADERS

"Between Justine listening and understanding what we needed and Liz being a true team member, our organisation has made huge administrative strides that has helped me to be able to focus on strategic priorities, thus enabling our team to sow the seeds of growth and love of the outdoors with New Zealand youth."

Hillary Campbell

Sir Edmund Hillary Outdoors Education Trust



"... one of the Celebrant Association's best resources. In no time at all they came to grips with what makes our complex membership organisation tick. Since engaging them, our membership is stronger, and its subsequent growth is a direct result of the initiative and effort of our VBM Hazel – she makes things happen.

Our profile and performance on social media continue to expand and our first virtual conference was a seamless success, in great part due to the excellent planning and support we had from Megan. Their financial management and reporting help keep us on track as do their website technical specialists.

An absolute asset to our executive team and to our members. They are accessible, transparent and competent across a range of business disciplines.

They're like employing the Swiss Army knife in business. We don't need anyone else."

Lianne Fraser

Celebrants Aotearoa NZ





OUR CORE VALUES

HUMBLY CONFIDENT

We have an ability to appear confident without arrogance, to be self-effacing while still projecting strength and competence. We call this special quality 'humble confidence'. It's the sweet spot that comes from knowing and being able to focus in our own zones of genius.

EXCEEDING EXPECTATIONS

We never settle because we believe there's always an opportunity to do better and improve how our clients run and grow their business. We go the extra mile to add value because 'it will do' isn't in our vocabulary.

POSITIVELY DETERMINED

Armed with a can-do attitude we look for solutions, not problems. If it can't be done, we'll find a way and we'll do it knowing we're making a difference for who we work with, and who we work for.

SOCIALLY AUTHENTIC

Our whole is greater than the sum of our parts. We're human, not perfect. Our success is driven by our ability to ride through highs and lows with a smile. Team is valued over individuals and we're here for each other as our success is driven by our ability to create relationships.

ETHICALLY HONEST

We work with transparency and integrity. What's right isn't always easy, but we do what's right. Building trust requires confidence, patience, respect and effort so we do what we say we'll do and if we can't do it, we'll say. We recognise strength in asking for help. In asking, we all get over the finish line together.

TRAIL BLAZERS

We have a culture of innovation and continuous improvement, there is no status quo. By constantly seeking personal and professional growth we keep our passion for what we do, we stay relevant and blaze a trail for those who follow us.



WHAT'S NEXT?

WE CATCH UP FOR A CHAT

[CLICK HERE TO BOOK
YOUR CALL](#)

We'll use this time to:

- Explain how we work
- Discover how you like to work and what success looks like for you

You'll leave knowing the support options available that will have the biggest impact for where you are, right now!



"Find a group of people who challenge and inspire you, spend a lot of time with them, and it will change your life."

~ Amy Poehler

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