



# City of South Perth - Business Support Program

the adapt way

## Introducing the adapt way

The adapt way program is an online, self-paced program to help you clarify the future plans of your business so you can execute your vision and strategies and put succession thinking into action. The City of South Perth is offering this unique opportunity to a limited number of eligible businesses, to participate in an online 3-month program, which will give you the tools and strategy to ensure you can spend less time working IN your business, and more time ON your business. The program is structured to help business owners:

- get clear on your vision to achieve your aspirations
- build an implementable strategy
- improve leadership capability and performance
- promote accountability

Tailored for SMEs and based on the adapt way of building resilience, sustainability and scalability which has been proven many times over through the incredible results we help our customers achieve. This 8-session program is led by an expert small business coach and underpinned by adapt HQ which provides a central repository for your journey.



## Program Overview

Successful businesses notified Monday 18th March		Businesses to register for adapt HQ and complete "Invite leadership team" and "Understand the journey" pathways prior to kick off.
Kick Off Monday 25th March 10am - 12pm	Online	Review "Invite leadership team" and "Understand the journey" inc survey results. Preview "Define the owners' why", "Align ownership with vision", "Agree on purpose" & "Craft a compelling vision"
Session 2 Thursday 4th April 9:30am - 11am	Online	Review "Define the owners' why", "Align ownership with vision", "Agree on purpose" & "Craft a compelling vision" Preview "Set the values" & "Identify strategic themes"
Session 3 Thursday 18th April 9:30am - 11am	Online	Review "Set the values" & "Identify strategic themes" Preview "Gather inputs for strategy" & "Determine bullseye"
Session 4 Thursday 2nd May 9:30am - 11am	Online	Mid point check in & catchup session. Opportunity to ask any questions and obtain support on your journey.
Session 5 Thursday 16th May 9:30am - 11am	Online	Review "Gather inputs for strategy" & "Determine bullseye" Preview "Develop strategic anchors" & "Set strategic goals"
Session 6 Thursday 30th May 9:30am - 11am	Online	Review "Develop strategic anchors" & "Set strategic goals" Preview "Establish business cadence" & "Set objectives"
Session 7 Thursday 13th June 9:30am - 11am	Online	Review "Establish business cadence" & "Set objectives"
Session 8 Thursday 27th June 9:30am - 11am	Online	Review, catchup session and next steps. Program End



## How it works

We work with you as the owner of your business and deliver the program virtually via a series of online sessions.

You will work at your own pace, in line with the guidance provided.

Virtual workshops held every 2 weeks to reflect and support the cohort through the pathways. We will designate a business coach to support the cohort with virtual availability throughout the program at set times.

On demand support available by adapt team throughout the program.

### Our Coaches

High-performing teams need a coach. Your **adapt** Resilient Business Coach becomes your **trusted advisor** on the journey to discover, diagnose, and challenge you and your business.

Adapt coaches have the track record. They've '**been there and done it**' and have true empathy for the complex journey you as the Founder or Owner face.

Take a look at our   reviews to see what customers are saying about our coaches.

### Our Platform – adapt HQ

**We couldn't find a leadership operating system for SMEs, so we built one. Welcome to adapt HQ.**

Our platform is designed to implement **the outcomes from your journey** and becomes your organisation's core truth. It enables your entire team to contribute to building your resilient business.

PERSONAL

TEAM

ORG

STRATEGY

Personal

Actions

Profile

Leadership Team

Actions

Meetings

Organisation

Pathways

FOUNDATIONS

Purpose & Vision

Values

BUILD STRATEGY

Strategy Board

Strategic Goals

Strategic Inputs

SWT

Competitor Analysis

Strategic Anchors

Bullseye

Health Check

IMPLEMENT STRATEGY

Objectives

Company Logo

Organisation / Pathways

Talk to a coach

AW

Tour

Onboarding

Invite leadership team

People required: Owners or leaders

Understand, at high level, who should be (or could be) on your leadership team, and invite them to the platform.

Start pathway

Understand the journey

People required: Leadership team

Run a health check survey on your business to determine your current state. Examine the results in the platform, and get your team to commit to follow the adapt way.

Continue pathway

Define the owners' why

People required: Owners

Uncover why the owners started the business, where they came from and what they're passionate about.

Start pathway

Align ownership with vision

People required: Owners

Align the owners on their key points, enabling the leadership team to fully articulate the businesses vision

Start pathway

Agree on purpose

People required: Leadership team

Define and communicate the purpose so that people are connected to something more than just making money for the owner or shareholders.

Start pathway

Craft a compelling vision

People required: Leadership team

Set the values

People required: Leadership team

Your strategy has a firm foundation

# What does it look like if we move ahead?

## Eligibility criteria

- **Businesses must be based in City of South Perth.**
- **Businesses must be established for at least 2 years.**
- **Business Owner(s) must work IN the business**
- **Preference will be given to businesses with 3+ staff**
- **Business must have existing customers/be generating revenue**

# Expression of interest

Please complete your expression of interest by 5pm Monday 11th March.

You can complete your expression of interest [here](#).

# We're changing (business) lives for good.

**Our vision is to make the adapt way accessible to every SME on the planet, supporting them to transform into businesses that can impact their people and the world in even greater ways, backed by a community of like-minded leaders.**

