

Business Boost 360 Adviser List

<u>Category</u>	<u>Name</u>	<u>Business</u>	<u>Specific areas of Specialism</u>
<u>Legislation and Regulation</u>	Martin Ruston	Averses	▪ Data Protection Consultancy ▪ GDPR Compliance ▪ Cyber Essentials
	Alice Kinder	Bexley Beaumont	▪ HR support: Advice on employment contracts and policies, changes to employment terms, disciplinary, capability and grievance issues, and Employment Tribunal claims. ▪ Employment projects: Advice on employment strategies and the employment aspects of mergers, acquisitions and outsourcing arrangements. ▪ Training and development: Provision of tailored, interactive training sessions on employment best practice and equality, diversity and inclusion.
	Marie Speight	Marie Speight Consulting Ltd	▪ HR Advise & Support ▪ People Development & Coaching. ▪ Business Organisation/Review
	Sarah Mellor	Salopian Health and Safety	▪ Health & Safety Expertise & Guidance ▪ Health & Safety Consultancy ▪ Legal Guidance
	Sarah Hooper	Thrive HR	▪ Consulting, coaching, tailored workshops ▪ Redefine a strategy that boosts your growth ▪ Set goals and objectives ▪ Outline coaching needs to improve leads, sales, productivity and bottom line ▪ Create habits and structure to impact future opportunities and success ▪ People solutions for all aspects of the employee life cycle
<u>Sustainability</u>	Sue Burnell & Kevin Oubridge	Business Net Zero	▪ Understand Climate Change ▪ Identify the risks for business ▪ Create a climate resilience plan
	Susanne Bearblock	Sustainability Changemakers	▪ Educating and empowering staff to engage in your company's sustainability journey through: ▪ Engagement - team building through interactive climate change and sustainability education workshops ▪ Empowerment - establishing staff sustainability champion programs

			▪ Implementation - supporting staff to propose and implement climate positive actions ▪ Strategy - collaborating to co-create sustainability action plans
<u>Innovation</u>	Stuart Hartley	Incrementa	▪ Strategic planning - creation of business plans, growth plans and OKRs ▪ Innovation - bringing new products and services to market ▪ investment readiness - supporting startups and scaleups to successfully raise investment funds.
<u>Business Growth and Leadership</u>	Vicki Ayton & Laura Scotland	Bized Projects	▪ Market research ▪ Purpose and profit ▪ Business Development strategy ▪ Organisational Needs Analysis - People & Skills ▪ Sales & Lead Generation Techniques ▪ Networking effectively to grow your brand
	Eddie Allan & Michelle Jehu	Good2Great	▪ Planning for sustainable profitable growth ▪ Sales & marketing strategy ▪ Developing leaders and managers ▪ Personal development & growth mindset ▪ High performance teams ▪ Business acquisition, mergers & succession planning ▪ Tracking performance with KPIs ▪ Developing a lead generation plan ▪ Accessing new markets
	Julie Bricknall	Inspired Mindset	▪ Leadership and management development ▪ Wellbeing and mindset for leaders ▪ Personal development and self-management
	Jimmy Garnier	JH Garnier & Associates Ltd	▪ Business Lifecycle coaching through growth, scale and eventual exit ▪ Pragmatic one-page, rolling 12-month business plan with accountability to ensure the SME business owner achieves his desired outcomes ▪ Strategic Alignment Coach, Mentor and hands-on Change Programme & Project Management ▪ Business Process Excellence - X-ray, Review, Improve, Implement, Measure & Monitor ▪ Management Reporting - Forecasting, Budgeting, Progress Performance

	Jamie Pratt	Stockton Business Consulting	▪ Strategic business planning & implementation ▪ Operational excellence ▪ Supply Chain development ▪ Cost reduction & containment
	Will Westley	UK Mentor	▪ Manufacturing sector specialist ▪ 1-2-1 Confidential Executive Mentoring to quickly solve Business critical issues for the Owner / CEO ▪ Implementation of Rapid performance improvement of Operations and Profit generation ▪ Identification of growth opportunities. ▪ Strategy planning to accelerate business growth ▪ Pre-implementation guidance for ERP / MRP systems ▪
	Matthew Woodhead	Woodhead Consulting	▪ Growing Business ▪ Successful grant and loan applications ▪ Moving projects forward ▪ Finance & accounting
	Oliver Johnson	OPR Consultants Ltd T/A Oliver Johnson Coaching	▪ Beginners Guide to ChatGPT for Business (Start-ups & SMEs) ▪ Sales Confidence for Business Owners ▪ Build Your Bulletproof Marketing Plan ▪ Business Planning for Growth & Profit ▪ Mastering Time & Productivity as a Business Owner ▪ Leadership & Team Building for Small Business Owners
	Chris Gough	CGR Business Solutions Limited	▪ Financial planning for businesses / creating forecasts ▪ Strategy Planning/Business Planning ▪ Digital enablement/ exploiting digital products ▪ Building a management reporting system and helping companies to monitor progress. ▪ General business support
	Marjorie McPherson Richard Moreland	RTFQ-ATFQ Limited	▪ Winning new public-sector business via competitive tendering ▪ Bid opportunity search, planning and writing (using AI-enhanced best practices)
	Heidi Fisher	Make an Impact CIC	▪ Impact measurement and evaluation ▪ Social value strategies and reporting to meet requirements for tenders and contracts

			▪ Impact and value for money reports ▪ Aligning business goals with CSR and community impact
	Ally Benbow	Get Stocked	▪ Food & Drink Specialist ▪ FMCG (Fast moving consumer goods) ▪ Account Management ▪ Supply chain ▪ Retail Ready product deck
<u>Sales</u>	Alan Adams	Horizons Consultants Ltd	▪ Influence and Persuasion Marketing ▪ Influence and Persuasion Sales ▪ Profit Coach ▪ Success Mindset
	Pippa Tait	Sales Geek Shropshire	▪ Effective Communication and understanding your audience ▪ Practical techniques to boost your sales ▪ Sales Director services on a part time basis ▪ ISP endorsed sales training ▪ Sales processes ▪ Executive coach and mentor ▪ DISC practitioner
<u>Video, Photography and Podcasting</u>	Rosalie Arran	Image with Rosalie	▪ Story telling Brand Photography ▪ Personal Brand Photography ▪ Visual marketing ▪ Social Media planning ▪ Social Media Content
	Matt and Mike	Stones Throw Media	▪ Video Strategy ▪ Video Production ▪ Animation ▪ Live-streaming
Marketing and Social Media	Jessica Ralph	Buy-From Creative Agency	▪ Marketing Strategy ▪ Social Media ▪ Branding & Design

			▪ PR & Communications ▪ Email Marketing ▪
	Shaun Carvill	Clickingmad Ltd	▪ 24 years experience of Website Design and Build ▪ Guaranteed offer on website results (subject to terms) ▪ SEO - Google qualified ▪ Super-fast & secure hosting ▪ Answers for all digital questions
	Kim Gilmour	Connect Consultancy	▪ Improving your Social Media - from your profiles to your content, tips, tricks and tools ▪ Beginners & Improvers Facebook & Instagram and mastering Meta Business Suite ▪ Creating Great Content - creating, finding and targeting your content at your ideal customer ▪ Training on Canva (Free Graphics Package) ▪ Making the most of LinkedIn to improve your visibility and get leads ▪ Blogging for Business - how to improve your website SEO and social media with well-written blogs ▪ Getting visible online - quality content, managing reviews entering awards and eye-catching profiles
	Eddy Webb	InSynch	▪ Digital Marketing Strategy ▪ Social Media Marketing (including TikTok) ▪ Search Engine Optimisation ▪ Email Marketing ▪ Influencer Marketing ▪ Pay per click Advertising ▪ Increasing online sales and leads ▪ Get support from a combination of 8 specialists in digital marketing ▪ 20 years working with 1000s of businesses
	Ruth Martin	Martin & Jones Marketing	▪ Marketing strategy and planning ▪ Communications ▪ Local or industry targeted PR (not national B2C) ▪ CSR and community relationships ▪ Business to Business relationships

	Bex and Lindz	Zebra PR	▪ Digital marketing ▪ Marketing and social media strategy ▪ Marketing Communications ▪ Marketing and social media content creation ▪ Branding & Design ▪ Email marketing ▪ Business growth strategy ▪ Copywriting
	David Parry	Wellmeadow	▪ HubSpot CRM ▪ Digital Marketing Content ▪ Board Meeting Governance ▪ Business Growth ▪ Vision and Strategy Advice ▪ Building a Sales Process ▪ Video/Photography
<u>Pitching & Communication</u>	Emma Alston	Emma Alston Voice	▪ Help you manage and use your voice to succeed in business. ▪ Give you the tools to communicate with confidence, authority and presence. Ensure you feel at ease in group situations or when the spotlight is on you.(From Podcasts to Presentations)
	Pete Hill	Peter the Speaker	▪ Public Speaking ▪ Pitching ▪ Advertising content ▪ Pricing ▪ Early/mid-stage growth ▪ Branding ▪ Motivation ▪ Planning/ risk assessment ▪ Event management ▪ Product selection ▪ Sales techniques ▪ Entrepreneurism ▪ Team building activities ▪

