

How We Do What We Do

Consulting Philosophy

TFG believes that its clients should expect advice founded in sound business acumen augmented by actual experience. Having 'walked' in the client's shoes provides insight unavailable from a purely theoretical perspective. TFG has that experience, and the 'real world' is used part and parcel in assisting clients deal with issues and maximize opportunities.

Engaging a consultant is an investment; therefore, the consultant and client should mutually define and agree to the expectations and desired results of the project and their impact on the company. Unless meaningful results can be delivered, 'activities' alone are meaningless. Companies make investment decisions with an expectation of a measurable return. Consulting engagements should be assessed in the same manner.

Consulting Methodology

Significant investment decisions are made by senior management. So should investments in consultants. Although associates may understand the problems and issues, senior management alone knows their true impact and the potential value of the solutions. And, few significant problems/issues are uni-functional. Marketing issues impact Operations; business plan options are effected by the regulatory environment; and, everything involves Finance. Senior management alone possesses the scope of strategic vision and insight to identify high priority issues, their impact on the company ... and address them using internal or external resources.

Where do we start?

Typically, TFG conducts a structured data gathering session with the CEO/President of the company. The major objective of the initial meeting is to allow the CEO/President to articulate 'what's important' to him/her, identify and prioritize the issues and challenges the company is facing, and spell out the desired results. TFG strongly believes the success of an engagement is dependent on insuring its efforts are focused on those issues that are most important to the CEO/President and relevant to the client's ongoing success..

Then what do we do ?... TFG's fundamental approach is straightforward and effective:

- > We identify and/or quantify: the problem/opportunity
- > What the problem is costing the firm ... directly or indirectly
- > The value of a solution
- > Options are available
- > The most effective option
- > How the option will it implemented ... when and by whom
- > How we will know if the desired results are achieved