

# Summit



*Summit Systems Ltd  
provides risk management  
and loss control systems for  
businesses and organisations*

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# *Business Plans should be prepared and reviewed annually*

- Business plans are relatively basic documents.
- Summit Systems Ltd can provide several varieties.
- It has a simple format for \$49 plus GST.
- The plan can be prepared in a few hours.
- This document is free to all clients who invest in a Business Management System

# *Business Management System is needed for all businesses*



- For all businesses
- That are new or being set up
- That want to grow or increase profit
- In a restructuring or recovery mode
- Where owner wishes to appoint a Manager
- Where the owner wishes to sell it

# *The seven principles of profit and performance*

- 1. State your mission, strategies and values
- 2. Set the profit-maximisation goals
- 3. Regularly review marketing and selling
- 4. Analyse your financial performance properly
- 5. Check your competence and compliance levels
- 6. Plan your production and administration
- 7. Effectively advertise & promote your products and services

# *Learn the techniques of real business success*

- Discover the ten steps for performance improvement
- Find out how to set the four goals for profit
- Learn the best techniques of marketing and selling
- Assess your business competence in minutes
- Find out how many months your business will survive
- Get to know the most important rule in business
- Identify the bottlenecks and barriers to growth
- Find out how much to spend on advertising and where

# *Top Value and Real Results*



- Simple and easy to use layouts at each stage
- Software copy provided to save time and money
- Thoroughly proven principles used by successful companies
- A trained consultant can visit to help you at intervals
- Diploma in Business Planning is available
- Really good value and fast payback

# *Diploma in Business Planning*

- The Business Risk Management System  
AS/NZS 4360 \$1000 plus GST
- Seven papers to be completed for Diploma  
\$1000 plus GST
- The System and the Diploma are combined  
price of \$1750 plus GST this includes the  
system, the training course, papers and  
assessments/marking

# *Business Risk Management System to AS/NZS 4360*



- Risk management and loss control are essential for businesses that wish to survive.
- 94% of businesses fail over 10 years.
- 50% of businesses that have a major disaster do not survive for more than six months.
- NZ Government legally requires large corporates and Govt Depts and Local Bodies to have plans.



# *Risk Management Analysis Tool*



- All businesses need to analyse relative risk
- Most pre-conceived ideas are wrong
- The most subtle risks are often terminal
- A proper analysis tool is imperative
- The analysis needs to be completed annually

# *50 Areas of Risk*



- There are about 50 things that may need proper procedures
- For example, how long to relocate
- What about succession planning
- Emergency communications
- Computer recovery systems

# *Insurance is an expensive and unsophisticated tool*

- Those who rely on insurance will pay heavily
- Insurance cannot meet all of the potential risks
- Most insurance policies have exemptions and exclusions to protect the insurer
- Nearly all businesses that have had a major fire have found out to their horror that the insurance only meet about half the cost
- It did not meet any of the other risks

## *Let us help you*

- Summit Systems Ltd Consultant will offer you a quote for a Business Plan, Business Management System, Diploma in Business Planning and Risk Management System to AS/NZS 4360
- Summit Systems Ltd will ensure Client satisfaction and on-going support.
- Summit Systems Ltd has had up to 10 years of experience. It has highly skilled people and is subject to external audit by NZQA

## *Contact details*

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