

How SMB can advise your business

Here are 5 key ways we can contribute to your company's ongoing success:

- 1. Expertise** – We bring your business practical advice and timely ideas from knowledgeable experts and business innovators.
- 2. Opportunities** – We identify important and profitable opportunities for your company, and then help open the doors to them.
- 3. Best practices** – We raise the professional standards of your business practice, and enhance the image of business leaders and all other executives working within the independent business sector.
- 4. Information and research** – We disseminate findings and information that may be useful to you by many different means, such as training courses, educational programs, conferences, journals and other publications or media.
- 5. Training** – We educate and train those working within the independent business sector to such a standard that they may confidently work independently at the appropriate level.



Strategy Management

S·M·B

An Ellis-Daizovi Company

4130 Engleton Drive
Fort Wayne, IN 46804

260-459-1533

Fax: 260-459-1630

www.elliscompany.com

info@elliscompany.com

S·M·B

An Ellis-Daizovi Company

Business Advisory

The logo for S.M.B. (SMB Business Advisory Group) features the letters 'S·M·B' in a white, serif font, separated by small blue dots. The letters are set against a dark blue rectangular background with thin white horizontal lines above and below it.

An Ellis-Daizovi Company

A flexible, cost-effective way to get additional management resources

Businesses owners and managers are often stretched pretty thin. Smaller companies lack the resources to build a management team experienced across a range of critical business disciplines, so managers need to play many roles.

In fact, almost everything – from human resource issues to strategic planning – often falls upon the owner or a few partners. With so much to consider and with limited resources, many owners grow frustrated with the ever-increasing demands placed on them. Sound familiar?

The expertise you need

Now there's a way to tap into the expertise your business needs, and in a cost-effective manner. The SMB Business Advisory Group has been developed to help area businesses and business owners like yourself by providing access to business acumen in just the areas needed.

The SMB Group gives area companies access to an appropriately experienced senior executive to support their business and act as a sounding board. SMB also provides a wide range of services, drawing on an exclusive, carefully hand-picked network of skilled and experienced advisors.

Some ways we can help your company

The SMB Business Advisory Group, led by Ed Daizovi, works with you and your management team to address key issues your company faces. We recognize that your needs will be unique and different from those of other businesses. Typically, business owners ask us to work with them in these ways:

- **Offering expertise** – We bring a wealth of management expertise from many Fortune 500 companies to the table, so we can help you navigate through many different kinds of problems.
- **Spotting problem areas** – Sometimes you and your staff are too close to a problem inside your organization to see it. We give an outside, unbiased perspective on the issue.
- **Providing an outside opinion** – We can provide you and your organization with a fresh, objective viewpoint, untainted by concerns about how people in the organization might react.
- **Serving as a catalyst** – Nobody likes change, but sometimes that's exactly what is needed. We can help you initiate change and enhance its acceptance throughout your organization.
- **Doing unpleasant tasks** – No one likes being the person who has to make staff cuts or eliminate an underperforming business area. We have the experience to handle these difficult situations.
- **Reinvigorating an organization** – At some point, most businesses need someone to administer "first aid" and get things rolling again. We are good at coming up with new ideas that work.
- **Making useful connections** – We can provide substantial value to your organization by helping you make the right connections.

Areas of expertise

SMB's specialty is advising companies in:

- Basic business management
- Leveraging increasingly effective partnerships with customer and supplier-partners
- Strategic planning
- Sales and marketing
- Operations management
- World-class global sourcing techniques
- New product development
- Project management

A word about SMB's COO

As Chief Operating Officer of SMB, Ed Daizovi brings a strong track record of more than 17 years in executive management within various industries. Having made a name for himself as a leader in a variety of businesses – all Fortune 500 companies and industry leaders within their respective segments, such as Toyota and Moen – Ed led the successful start-up of Visentin USA. He's a native of New York and a graduate of Purdue University (BS- Management) and Notre Dame (MBA).



Ed Daizovi

It's easy to take the next step

Find out more about working with the SMB Business Advisory Group, with a no-obligation meeting with Ed to discuss your challenges on a strictly confidential basis. It is an opportunity to talk with another business person in complete confidence... please call Ed at 260-459-1533.

Knowledge