



### Key Initiatives Management

**Case study:** *Our client, a mid-size professional staffing firm, needed help with the execution of the company's strategic plan. Our approach was twofold: First, we led the senior executive team through the development of strategy enablers, tasks, and resource requirements from which we built a project plan. We implemented and facilitated bi-weekly status calls with senior leaders. With BCP objectively driving accountability to completing the work, the company completed 95% of its objectives and over 350 tasks on schedule. Says the client: "Amy did an outstanding job managing a key strategic project for us. She established strong working relationships with key constituents and senior executives, and was able to keep them accountable throughout the duration of the project. She took a comprehensive project management approach, including use of appropriate tools, and kept the project on time and on task. With her help we completed considerable work with a great degree of focus; her devotion to our success assured we met our objectives."*

### Performance Coaching

**Case study:** *A small staffing firm needed short-term sales coaching to help save a faltering business. BCP engaged to guide the leader through the development and implementation of a tactical marketing plan and a focused sales campaign, and then coached the individual through the implementation. Says the client, "Amy was able to develop a short-term individualized sales coaching and development plan that would allow us to exceed our goals and push us to the level that we need to be operating at."*

### Advisory Services

**Case study:** *An international non-profit organization contemplating entering the staffing industry consulted us to research the market potential. BCP ultimately recommended the company not proceed with the venture, and the client was grateful for the insight garnered through our industry expertise which saved them from making an investment at an inopportune time. Says the client, "We have unanimous confidence Bingham Consulting Professionals is just the consulting firm we need. Nice job presenting your analysis and recommendations."*

### About Us

With over twenty years of success in high performance selling environments, Bingham Consulting Professionals understands what it takes to achieve. BCP's Managing Partner, Amy Bingham, led the growth of a \$300 million business segment for a staffing leader through the design and implementation of strategic growth initiatives. She has received multiple awards for exceeding sales targets and was one of seven elite performers recognized for significant contributions to the organization over time.

At BCP, we view every engagement as a unique opportunity to directly impact your growth. We understand strategies can only produce desired outcomes if implemented well, so we draw on our expertise to strategize with you, and then—unlike many other consulting firms—we help you execute at a tactical level. Whether you're a staffing firm, a buyer of staffing services or an individual seeking to achieve optimum performance on the job, we're committed to your effectiveness. Simply put, we'll help you get the job done.

Bingham Consulting Professionals is a member of the Institute of Management Consultants, the American Management Association, and the American Staffing Association. We take an active role in Staffing Industry Analysts advisory initiatives, regularly writing for SI Review magazine and participating in the annual Staffing Industry Executive Forum.

### How We Help:

Our clients choose us because they trust us to deliver on our commitments. Whether launching a key initiative, coaching a high-potential player, delivering sales training, or speaking at a convention, we're the valued partner you can depend on.

### Key Initiatives Management

In today's economy, we know organizations must operate leaner than ever before to survive. But we also know they must innovate to compete and thrive. Has a down economy necessitated restructuring within your organization that's left you without the internal resources needed to drive key initiatives? BCP has the expertise to take your idea from development to completion. We get to know your business and work arm in arm with your leadership team. But we maintain our objectivity because we're an adjunct to the team, not on it. We'll engage on a project management basis to help you execute, and then disengage when the work is done. And with no full-time salary, benefits, or bonuses to pay, you save money.

### Performance Coaching

Downsizing has left today's leaders with an ever-increasing span of control and more direct reports. Need to develop a high-potential employee but don't have the time to invest one-on-one? Or help with a sales strategy and someone to hold you accountable to implementing it? BCP's expertise in the area of performance coaching is customized to your needs. Whether short-term to get you through a specific challenge or over an extended period to develop leadership skills, we'll make sure you achieve results.

### Advisory Services

Considering a strategy change and need an expert opinion? BCP works to ensure you get the answers you seek. From diagnosing what's inhibiting your growth to helping you decide whether or not to enter a new market or line of business, we'll support you in making smart business decisions.

