

Your Profit Through Productivity Programme

The PTP programme is made up of 3 key stages, including 1:1 Business Coach Visits, Induction Planning and Training, Best Practice Workshops, Masterclasses and Seminars.

| Stages | 1 Getting Started | | 2 Improve Your Business Performance | | | | 3 Recognise Your Achievements | |
|----------|---|--|--|--|--|---|--|---|
| Steps | 1 Initial 1:1 Business Coach Visit | 2 Induction Planning and Training | 3 2 x 1:1 Business Coach Visits | 4 2 x Best Practice Training Workshops | 5 Quality Masterclasses | 6 Skill Build Seminars | 7 Awards and Accreditation | 8 Benchmarking |
| Activity | Meet with your specialist business coach. Begin benchmarking using 'The Business Health Check'. Devise an action plan and agree priorities. | Take advantage of and use the Best Practice Forum's Induction Training Pack in your business. You or a colleague will receive training as an Induction Mentor. Induction Pack and materials for your staff provided. | Work with your business coach on your priorities, e.g. improving productivity, team development, sales and marketing, growing the business. Involve your team in the process. | Join us on two of our most popular and successful workshops - 'Direct and eMarketing' and 'Boosting Sales and Productivity'. Delivered by tourism sector specialists. | Find out how quality gives you a competitive edge. Includes delivery by specialists from the AA and the Visitor Attraction Quality Assurance Service. | A series of half-day seminars for you and your staff including 'Adding Value to Your Restaurant', 'Using Regional Produce' and 'Managing Service Excellence'. | Take the opportunity to gain national recognition for you, your business and your staff. Become accredited as an 'Excellence Through People' employer. Enter your business for the Business Excellence Awards. | Benchmark your year-on-year performance using 'The Business Health Check'. Receive benchmarking reports showing how your business 'measures up' against the competition and Best Practice. |
| Location | At your business 3 hours | At a local venue ½ day | At your business 2 x 3 hours | At a local venue 2 x ½ days | At a local venue 2 x ½ days | At a local venue 3 x ½ days | At your business | At your business |
| Who | You and your business coach | You/a colleague and other businesses | You/colleagues and your business coach | You/a colleague and other businesses | You/a colleague and other businesses | You/a colleague and other businesses | You and the Best Practice Forum | You and the Best Practice Forum |