



We've earned the trust of our clients



# CONSULTING

Business Start-ups, Business Plans, Business Consulting

Assessments | Strategic Planning | Business Development | Government Contracting

Laura Sigmon, OD Consultant and  
Business Development Specialist

Donald Snider, Economic Gardening  
Consultant

Lawrence Jackson, Lending and  
Financial Consulting

**Best Practices Consulting Services**  
*"Where Your Business Is Our Business"*

---

**2727 Second Avenue, Suite 214  
Detroit, Michigan 48201**

**(O): 313.265.3062**

**(M): 313.757.1695**

**(F): 313.355.9371**

**[www.YourPracticesCoach.com](http://www.YourPracticesCoach.com)  
[info@YourPracticesCoach.com](mailto:info@YourPracticesCoach.com)**

---

## Business Solutions and Insight

- We start with a needs assessment which identifies:
- Operational Fitness
- Financial Controls
- Management Capacity
- Company Culture
- Customer Service
- Marketing Budgets and Schedule
- Human Resources Plan
- Regulatory Compliance

If you have questions, we have answers. Our team of industry experts are very knowledgeable and can assist you with all of your business needs whether internal or external.

We specialize in small business management, business development, sourcing and lending. As consultants touching nearly every industry, we have an expansive reach and vast understanding of small and medium size business needs.

Just as important is our response time and accessibility. Our clients are our priority.



## Meet the Team

Laura Sigmon

### Best Practices Consulting Services

Laura has more than 2 decades of senior leadership experience. She specializes in strategic planning, regional management, marketing and business development through procurement and government contracting.

She has helped more than 40 small businesses launch or improve their new ventures in Detroit, Taylor, Southfield, Flint and Atlanta, GA.

Laura serves on 3 boards:

- The Detroit Black Chamber of Commerce
- Courageous Incorporated
- Church of the Messiah Housing Corporation

She writes for Detroit Smart Pages, teaches small business management, business leadership and marketing at Mott Community College in Flint, MI. She's a ProsperUS Detroit Trainer and TA service provider.

Lawrence Jackson

### Emerging Enterprise Group

Lawrence has more than 30 years of banking and lending experience. He ran the Wayne County One Stop Shop for small business and contractor services. Lawrence works with every banking institution in the Metro Detroit area.

He partners with all the micro lenders where he is often used as a second opinion regarding lending feasibility. Lawrence also works with the SBA underwriting programs.

He's an SBDC service provider and ProsperUS Detroit Trainer. He's a former Fast-Trac facilitator and currently runs several independent entrepreneur training programs.

Donald Snider

### Metro Business Connect

Donald is a former Senior V.P of Michigan Economic Development Corporation specializing in urban business development and support. His consulting firm provides access to capital and economic gardening for growing small businesses and startups. He owned and operated two (2) 40,000 square foot facilities (Michigan & Wisconsin), with 65 employees as a Tier One Automotive Supplier.

Donald owned and operated two Papa John's franchises in Ann Arbor/Ypsilanti, Michigan which employed 40 full and part-time employees. Donald serves on the Chicago Federal Reserves Advisory Board, Henry Ford Health Systems Board Trustee, PNC Bank Community Development Board member, and the Michigan Municipal Services Authority Board appointed by Governor Snyder.

Patricia Davis Administrative Assistant

Telephone: 313.265.3062

Email: [pat.davis@YourPracticesCoach.com](mailto:pat.davis@YourPracticesCoach.com)

Caleb Brown, Administrative Assistant

Telephone: 313.265.3062

Email: [caleb@YourPracticesCoach.com](mailto:caleb@YourPracticesCoach.com)

## Meet the Team

Leah Vest

### Capacity Builders, LLC

Leah has over 30 years of experience in community and economic development. She specializes in providing project and financial related technical assistance to small businesses and community organizations to realize their goals associated with the revitalization of neighborhoods.

Technical assistance includes but is not limited to:

- Strategic Planning
- Board Development
- Project Management
- Organizational Development
- Grant writing
- Loan packaging

Leah started her career as a commercial lender, and has managed specialized loan funds which utilized SBA financing and other unique financing mechanisms for a variety of government agencies in Detroit, Wayne County and Highland Park. She is currently a trainer for the ProsperUS Detroit program.

Caleb Brown

### Best Practices Consulting Services

Caleb is the backbone of the practice. Responsible for coordinating all client engagements and back office related affairs. Generally the first point of contact, he's proficient in learning how best we can assist our new and existing clients.

His attention to detail and studious discipline makes him a great asset to the Best Practices Consulting Services staff and clients alike. He's responsible for managing all back office related services including:

- Website Development
- Calendar Management
- Scheduling

Patricia Davis

### Best Practices Consulting Services

Patricia is research analysis at Best Practices Consulting Services providing our clients with prospects and targets for future business opportunities. After your client profile has been established Patricia is the one going to work indentifying future business for each of our clients.

Specializing in data mining for nonprofits, procurement and government contracts she's the one stop shop for our retained business clients.

Patricia Davis Administrative Assistant  
Telephone: 313.573.2490  
Email: [info@YourPracticesCoach.com](mailto:info@YourPracticesCoach.com)

Caleb Brown, Administrative Assistant  
Telephone: 313.573.2490  
Email: [caleb@YourPracticesCoach.com](mailto:caleb@YourPracticesCoach.com)

**Business Analysis**

- Review of functional areas
- Review of financial goals
- Consider past efforts
- Consider similar experience



**Strategy & Planning**

- Prepare strategy
- Map strategy to business goals
- Plan project
- Setting objectives & milestones

**Objectives Review**

- Review objectives set
- Review financial benefits
- Review additional functional areas

**Project Management**

- Manage budgets & timelines
- Manage resources
- Manage all deliverables



**Best Practices Consulting Services**

**Contact Us**

**Laura Sigmon**

2727 Second Avenue, Suite 214  
 Detroit, Michigan 48201  
 (T): 313.757.1695  
 (F): 313.355.9371

Email: [laura.sigmon@YourPacticesCoach.com](mailto:laura.sigmon@YourPacticesCoach.com)



# BEST PRACTICES CONSULTING SERVICES

## Clients At A Glance

### Service Overview

- Needs Assessment
- Business Planning
- Business Development
- Market Research
- Customer Service Survey's
- Customer Relationship Management
- Change Management
- Government Contracting
- Project Management

Strategic Planning	Business Development	Marketing	Human Resources	Organizational Development
G & D Cartage	Finish Line	30 North	Bless House	Detroit Black
Rowe Trucking	All About Technology, Inc.	WOW Outreach	Bivens Transportation	All Loc'd Up
K B's Bistro and Catering	Lemieux Consulting	Detroit Area Agency on Aging	Unlimited Concepts	Holy Hill
Jackson 5 Star Catering	Moving 1 Logistics, Inc.	All About Kleaning, LLC	Glass Law, PC	Keith's List
LaJoyce Management	JT Brothers Construction	JT Brothers Construction	RPB Cleaning Specialist	Live Cycle Delight
Ice Supreme	Try2See, Inc.	Happy Helpers Health Advocates	Glsss Law, PC	Joiner Landscaping, LLC
Independent Copier	A+ Property Maintenance	Jackson 5 Star Catering	Jungle Juice Bar	New Tabernacle Missionary Ministries

# Best Practices Consulting Services Internal Process

Upon completion of the initial meeting the clients needs are catalogued.

- A proposal is tendered with a recap of the communicated expectations and action plan
- If the client accepts the action plan, the proposed strategy is executed
- We continuously evaluate the process, checking for fitness and sustainability



# G & D Cartage, LLC

Best Practices Consulting  
Services provided the  
following:

- Business Plan
- Standard Operating Procedures
- Marketing Materials
- Subcontractor Agreements
- Contracted to provide business development services for 6 months

**Secured an account that yields \$13K per month per truck**





# Finish Line Expediting, LLC

Best Practices Consulting Services provided the following:

- Marketing Materials
- Contracted to provide business development services

**Secured an account that yields \$16K per month per vehicle**

**Secured several expedite opportunities**

**Finish Line has added 2 employees due to the work demand**



# Jackson Five Star Catering

Best Practices Consulting Services provided the following:

- Business Plan
- Marketing Materials
- Contracted to provide Meet-N-Greet Tours and Luncheon

**The business plan allowed JFSC to secure \$50K in financing**

**The hosted Meet-N-Greet Luncheons drew more than 40 direct purchasing agents for their service**



# JT Brothers Construction, LLC

Best Practices  
Consulting Services  
provided the following:

- Marketing Materials
- Contracted to provide business development services

**Secured a project for  
\$330K**





# All About Technology, INC

Best Practices Consulting Services provided the following:

- Marketing Materials for the physical facility, online store and IT consulting services
- Contracted to provide business development services and small business lending

**Best Practices Consulting Services secured meetings with:**  
**Michigan Rehabilitation Services,**  
**Adult Well Being**  
**Alternatives for Girls**

for direct purchasing opportunities  
Secured lending from ProsperUS  
Detroit



## COMPUTER TROUBLE?

Computer Sales, Service, Training and Upgrades  
**All About Technology**  
2727 Second Avenue, Suite 131  
Detroit, MI 48201

**(313) 218-4888**  
[www.callwillie.com](http://www.callwillie.com)

# Bless House, LLC

Best Practices  
Consulting Services  
provided the following:

- Business Plan training
- Business Development direction
- Human resources support

**BPCS was able to identify a grant opportunity for Bless House for \$75K**

**Bless House has hired 17 employees**



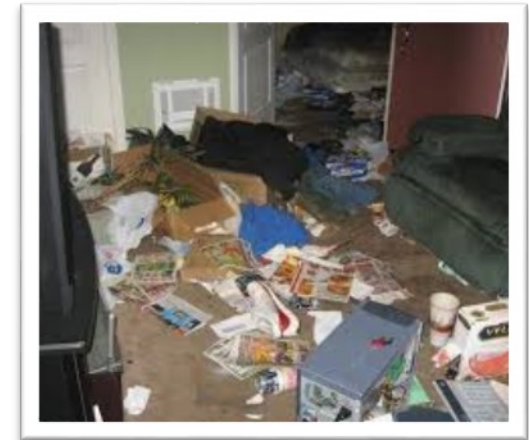
# Pure Decontamination, LLC

Best Practices Consulting Services provided the following:

- Business Development
- Human Resources
- Subcontractor Agreement

**BPCS hosted the Southeast Michigan Police Chief Association on behalf of Pure Decontamination**

**BPCS identified 34 direct leads for their service offerings**





# Danto Furniture, Inc.

Through Motor City Match

Best Practices Consulting

Services provided the following:

- An extended business plan
- Business Development Targets
- Financing alternatives



# EDG Services, LLC

## Through Motor City Match

Best Practices Consulting Services provided the following:

- Legal Business Registration
- Operating Agreement
- Vendor Contract Agreements



# M & BTA, LLC

## Through Motor City Match

Best Practices Consulting

Services provided the following:

- Business Development Targets
- Government Contracting Registration

