



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, President and CEO
OD Consultant
Business Development Specialist

And the team includes:

Marketing Strategist
Retail Management Strategist
Economic Gardening Consultant
Lending and Financial Consulting

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

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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.

Caleb Brown

Best Practices Consulting Services

Caleb is the backbone of the practice. He's 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:

- Client Intake
- Calendar Management
- Profile Development
- Accounts Payable
- Accounts Receivable
- Website Content/Development.

Michelle Merritt

Nexus One

Michelle's extensive creative portfolio was developed by working alongside the teams of some of the most innovative companies in the country and internationally.

We also expand our in house capabilities by collaborating with writers, photographers, printers, programmers, and fabricators to take clients' projects to the next level.

Our interdisciplinary approach fuses effective, concise marketing intelligence with creative problem solving and cutting-edge technology to produce memorable and creative communications solutions for our clients.

We take communication projects from initial concept to finished product – collaborating with our clients.

Caleb Brown, Administrative Assistant

Telephone: 313.265.3062

Email: caleb@YourPracticesCoach.com

Meet the Team

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.

Caleb Brown, Administrative Assistant
Telephone: 313.265.3062
Email: caleb@YourPracticesCoach.com

Business Analysis

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

Objectives Review

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



Strategy & Planning

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

Project Management

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

Scan for more information



Best Practices Consulting Services

Contact Us

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BEST PRACTICES CONSULTING SERVICES

Service Overview

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

Clients At A Glance

Strategic Planning	Business Development	Marketing	Human Resources	Organizational Development
G & D Cartage	Finish Line Expediting	30 North	Bless House	Detroit Black Pages
Rowe Trucking	All About	WOW Outreach	Bivens	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

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



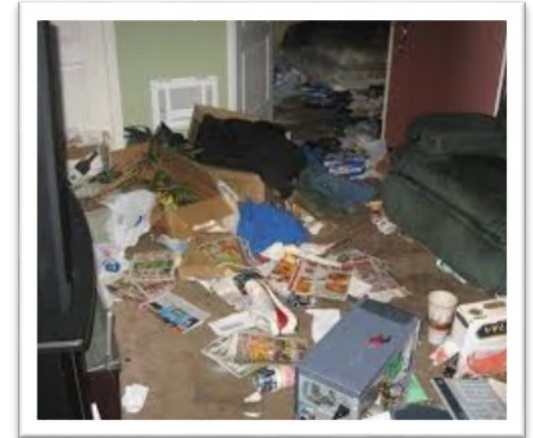
Pure Decontamination, LLC

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

