



# THE 516 COLLABORATIVE



## PRE-CALL DOCUMENT



# Welcome to The 516 Collaborative!

Thoughtfully grow your business through foundational, adaptable, and strategic support.

**We work with companies in three key ways:**

		
<b>Strategic Intensives</b>	<b>Projects</b>	<b>Coaching &amp; Consulting</b>

**The purpose of our consultation call is to:**

- **Dig into your goals** as a company
- Figure out **which of the above services best fits** those goals
- Discuss a **plan for how to move forward**

**I want you to have as much information upfront as possible - that way, we can use our time together to move forward rather than get caught up!**

**A bit about how we work:**

We measure the impact of your business efforts to drive informed decisions that put you in a prime position for growth.

**1. Book a Consultation (you are here!)**

Over 25 minutes, we'll dive into your business objectives and create a plan for how you can use data to improve your business systems, processes, and revenue.

**2. We set up your systems**

We'll make sure you're tracking, documenting, and acting on what you need to help you grow.

**3. You make decisions and we guide you**

As your coach and consultant, we'll be with you as you confidently lead your business to profit & beyond.

## **We can do a LOT of different things for you.**

Ultimately, we may do projects like those mentioned above or something completely **unique** to your business!

What matters is that **you will have the data to make impactful, profit-driven decisions that you feel good about.**

### **Here are a few ways we've made an impact for past clients:**

#### **“I feel like a real CEO now!” - Tonya Rapley CEO of My Fab Finance**

This client hired us on as her **Fractional COO**. We worked alongside her to **systematize her business, mobilize her team, grow her revenue, and help her step into the CEO role.**

More specifically, Tonya felt that she'd reached her capacity to function as a solopreneur. She'd reached her glass ceiling. After hiring us, she handed some of the 'hats' she was wearing over, and **we created processes for her and her team that removed her as the bottleneck.**

We took over some of the team communications and helped her create services that provided a ton of value without creating more work for Tonya.

She said, “Before Kiva, I always wondered if I was doing things right. Now, I know that I am. My business is more compliant, I'm protected legally, and I'm able to be more solution-oriented!”



**Here are a few ways we've made an impact for past clients:**

**“She helped us to solve problems we previously had been unable to solve!” - Alison Pidgeon, LPC**

This client hired us to help with a specific project. As she grew, she realized that her systems were not growing with the business.

In her words, “Kiva is extremely knowledgeable and helped me feel calm and confident about my business. She looked at it with a fresh set of eyes, and helped us solve problems we previously had been unable to solve!”

Ultimately, we sorted through team turnover issues, ramped up their process documentation, AND introduced Alison to the new owners of her business. Yep, she was running more than one business and wanted to sell this one and we helped make that happen.

**“With Kiva, I am able to focus on the work I am best at and I trust that she is handling the pieces of my business that are necessary but not in my "zone of genius".” - Emily Golden, Golden Resources**

Emily knows that our team’s capabilities don’t end with strategy - we take that strategy and create systems that work for you - systems that will be easy to follow and that present you with data in a way that makes sense!

Then, we take that data and discuss real solutions with you. When we’ve agreed on how to move forward, my team and I take the initiative to create solutions on your behalf.

You’ll have all the data, analytics, and operations help you need to move the needle and make smarter decisions in your business!

**With this in mind, here are a few questions we may ask you during our consultation call:**

- Have you identified your current bottlenecks? What are they?
- Do you have an existing strategy?
- What are your goals?
- Which of these are most important to you right now?
  - Creating a strategic roadmap
  - Find financial clarity
  - Get unstuck and realize your potential
- What is the size of your team?
- How are you most interested in working with us?

**We are so excited to work with you!**

If you have additional questions,  
please reach out to [hello@the516collaborative.com](mailto:hello@the516collaborative.com)