

# CHAOS TO CONSISTENCY

## *The 7 Systems Builder*



**BUILD A BUSINESS  
THAT RUNS LIKE CLOCKWORK,  
WHETHER YOU'RE THERE OR NOT.**

**MARIANNE PAGE LIMITED**

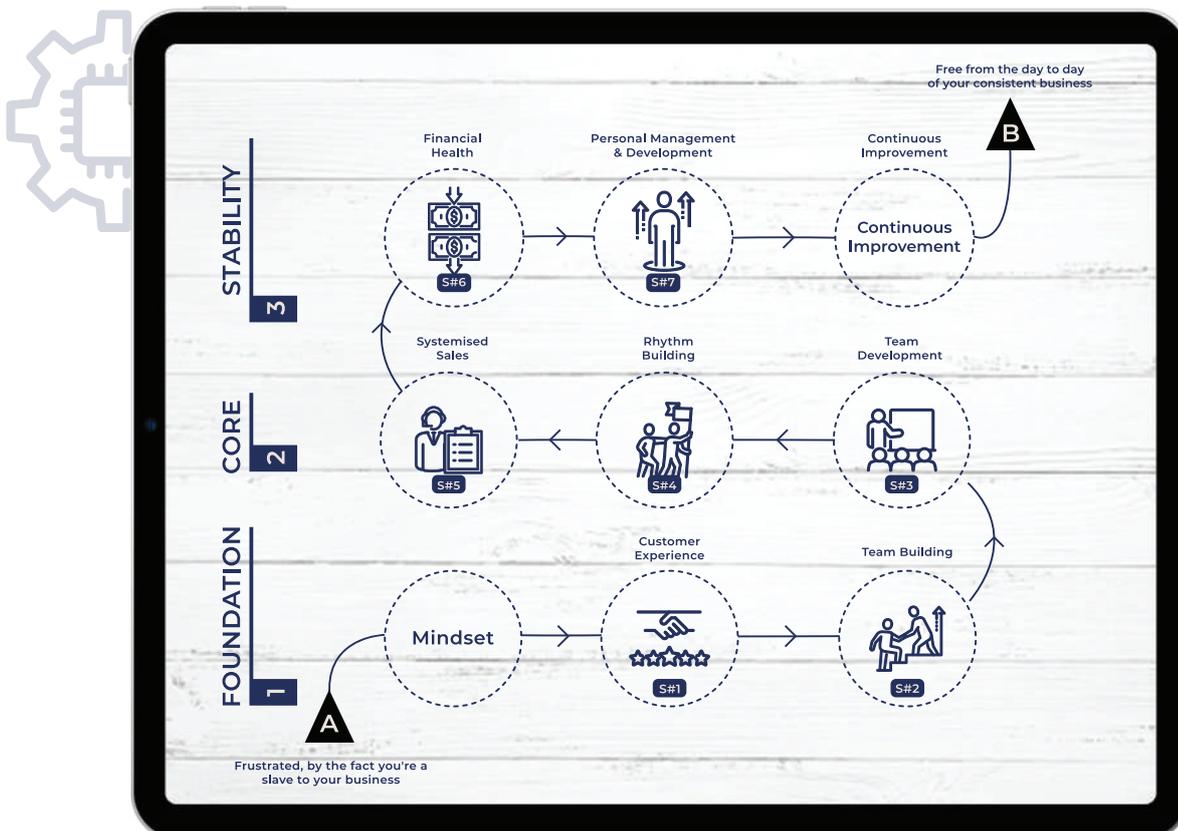
# YOUR ROUTE TO CONSISTENCY... AND FREEDOM

If you're the owner of a successful small business, desperate to have a consistent, stress-free operation that runs like clockwork without you needing to be there - then The 7 Systems Builder is the answer to your prayers.

Every business owner wants a consistent operation where their team know exactly what they need to do, and do it well, every time. Most recognise that they need to systemise to achieve this, and that systems would not only free them from the day to day, but also give them a blueprint for scale, sale, or even franchising.

But few know where to start. And that's where the 7 Systems Builder comes in...

We work with you to build 7 business-critical systems - ensuring that your customer experience is streamlined and that you are easy to do business with; that you build a team around you who you trust, and then give them the skills, the feedback and the rhythm to perform; that your sales deliver consistent and reliable revenue; and that you do what's necessary to stay healthy, both as a business, and as a business owner - protecting your cash, time and energy.



Following one clear path you'll build a consistent business that runs like clockwork without you - a business with robust foundations, a strong core, and the stability that makes you ready for growth, scale, sale or franchise.

The Route to Consistency is simple to follow, straightforward to implement, and effective for any business in any sector - from professional services to property; from manufacturing to hospitality; from care homes to car parking.

The programme is unswervingly focused on action and implementation, and the building of your 7 business-critical systems. And we'll be there supporting, encouraging, and if necessary, cajoling you to get the job done, step by pragmatic step.

Take the right steps in the right order, with us by your side and you'll enjoy a consistent, stress-free business, that operates to your high standard, without you needing to be there.



### Foundation

Together we'll build your Foundations - a strong mindset, a streamlined and simplified customer experience where there is only one right way to do everything, and help you build a team of the right people - people who share your values. Everything is easier when you have this team in place.



### Core

Next we'll develop a strong core of essential systems for team development, business rhythm and sales. Together we'll build the training and feedback systems that get your team performing consistently well, and keeping them there.

We'll work on the planning and communication systems that will give you and your team a reliable rhythm to work to. And we'll make sure that, just like every other system in your business, your sales system is simple, logical and repeatable.



### Stability

Our final three steps focus on health and stability. First the financial health of your business. Next your health, looking at systems that will protect your time and energy and ensure that you continue to grow and develop. And rounding off with our final step that is fully focused on keeping all of this going by building a culture of continuous improvement.

## STAGE 1

# BUILD YOUR FOUNDATIONS

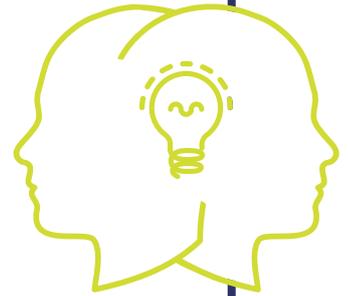
*Build robust foundations of a strong and focused mindset, a streamlined Customer Journey, and a team full of the right people.*

### STEP 1

## YOUR MINDSET

Your mindset is crucial to your success with The 7 Systems Builder programme, and the achievement of your ultimate goal.

We work through our mindset for change framework, to make sure that you are absolutely clear about where you're at and where you're going; that you understand what the plan is to get you there, and that your big WHY is big enough to keep you fully committed to and focused on the plan.



**"We can't solve problems by using the same kind of thinking we used when we created them"**

### STEP 2

## YOUR CUSTOMER EXPERIENCE SYSTEM



Your customer experience is foundational to the success of your business, together with your team building system.

We work with you to get right down into the nitty gritty detail of your customers' journey, examining every tiny step; looking for ways to make each step more consistent; ensuring that we simplify and streamline until you are easy to do business with.

**"Systems only exist to make life easier - yours, your team's your customer's"**

### STEP 3

## YOUR TEAM BUILDING SYSTEM

Your mindset is crucial to your success with The 7 Systems Builder programme, and the achievement of your ultimate goal.

We work through our mindset for change framework, to make sure that you are absolutely clear about where you're at and where you're going; that you understand what the plan is to get you there, and that your big WHY is big enough to keep you fully committed to and focused on the plan.



**"With the right team around you, everything else in your business becomes easier"**

## STAGE 2

# DEVELOP YOUR CORE

*Develop a strong core of essential systems for team development, business rhythm and sales.*

### STEP 4

## YOUR TEAM DEVELOPMENT SYSTEM

Developing systems within your business - having that One Right Way to do everything - is just the start. Your team have to follow them, and deliver them to your high standard. To do that, they need to be trained effectively, and given feedback that recognises when they perform well, and course-corrects when they don't.

So this step is focused on building your training system, both in terms of developing your Training Maps and How To guides, and also setting up your online Training Manual that ensures you deliver consistent training and track every individual's progress. We also help you build a simple, straightforward and effective feedback system, and give you strategies for keeping all feedback focused on the desired outcome of improved performance.



**"Make the way you do everything in your business simple, logical and repeatable"**

### STEP 5

## YOUR RHYTHM BUILDING SYSTEM



Life is full of rhythm. We have rhythm in music, rhythm in poetry, rhythm in sport. And of course, we have rhythm in business - rhythm that ensures what's supposed to happen, happens when it's supposed to - rhythm that keeps your operation flowing and drives operational excellence. Every business needs rhythm, and it's your planning and communication systems that will deliver it. We work with you to build a 3-1-90 planning system, that gives you rhythm and also keeps you focused on delivering results. And we get you to think about your team communication and the 5 essential meetings that keep everyone on the same beat, in the same key, focused, engaged, performing as a team.

**"Sometimes in life you need to slow down to go faster"**

### STEP 6

## YOUR SYSTEMISED SALES

Building a sales system that delivers predictable and reliable revenue is crucial for the success of every business at every level. We help you get really clear about your current sales patterns, your best and worst customers, what's in place right now.

We then introduce you to the reliable revenue framework that gets you to think about how you plan, the processes you have, and those you need to build, the potential for automation, and your system for tracking and measuring success. Just like every other part of the business, we want your sales system to be Simple Logical and Repeatable."



**"Systems may not be sexy, but the results they deliver are"**

## STAGE 3

 **ACHIEVE STABILITY**

*Implement the systems that will give your business stability and free you to focus on your plans for scale, sale or franchise.*

## STEP 7

**YOUR FINANCIAL HEALTH SYSTEM**

When you build the right culture, put the right structures and systems in place, and have a disciplined approach to your financial routines, you will have a robust and stable platform for scaling your business.

Using our Financial Health Formula we make sure that you're building a culture of care and economy, that you're making fact-based decisions, and that you have a robust strategy for financial stability.



**"Your business should support your life, not run it"**

## STEP 8

**YOUR PERSONAL MANAGEMENT SYSTEM**

One of your greatest challenges as a business owner and people manager is protecting your own time and energy, and looking after your own personal development and growth. How do you keep all of the plates spinning and still have a life? It's a balancing act that many business owners fail to master because they don't focus on it. They fail to put their own oxygen mask on first! We help you to develop a Personal Management System that puts you in control of your to do list, your inbox, your team, your inability to prioritise and, through our Protect Your Time cheatsheet, give you the strategies for dealing with all of them.

**"What you do today defines your future...it creates it."**

## STEP 9

**YOUR CONTINUOUS IMPROVEMENT**

A culture of continuous improvement drives greater engagement and performance from your team; ensuring that your business runs efficiently, effectively, and productively, every single day. We work through two frameworks - The Continuous Improvement Cycle, and Foundations of Continuous improvement, and get you to think about how you are going to ensure that the time you have spent developing your 7 Systems continues to deliver an ongoing and consistent ROI.



**"The biggest room in the world is the room for improvement."**

# WHY JOIN THE 7 SYSTEMS BUILDER?

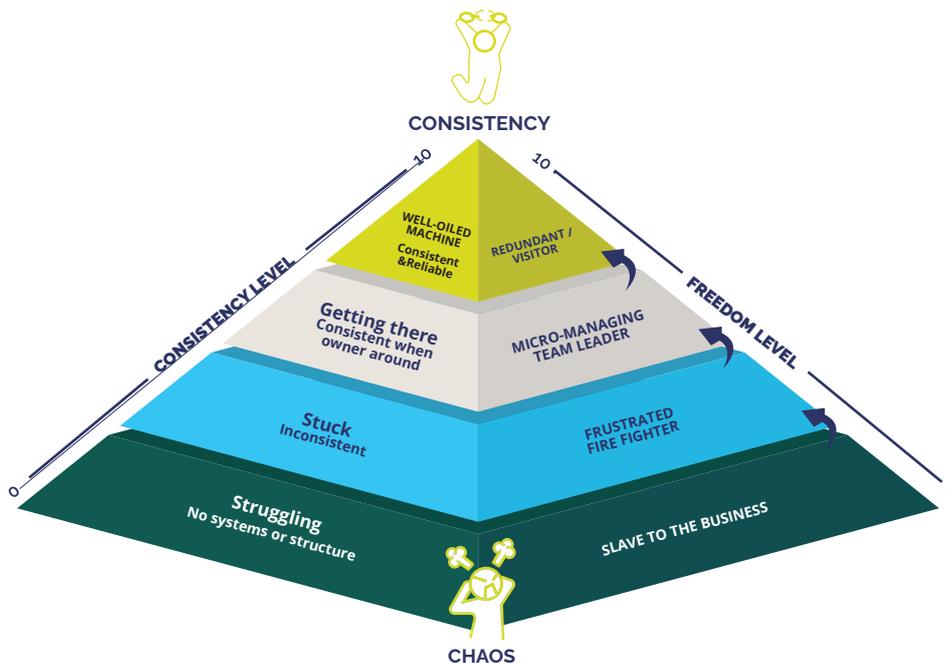
We give you both the what and the how to - a blueprint for building a properly scalable business. We share all the frameworks, templates and strategies that you need to build these essential systems in your business, and ensure that your team buy into them.

We hold you to account for implementation, to ensure that you take action, and that you get a significant ROI in terms of your Time, business Profit, and operational Consistency, supporting you every step of the way.

We surround you with a group of like-minded, successful business owners, and introduce you to software and specialists who will add further value to your business.

I've had so many conversations with business owners, who've told me about their frustrations with their team, their stress through long hours, and never being able to switch off, the things they are missing out on with family and friends because their business runs their life.

## WHY NOW?



They've recognised that systemising their business would make their lives easier, which is why we're having the conversation, but then they disappear, thinking they can do this on their own, that we're just talking about putting together a few processes, that if they can just get better people...

And two years later (on average... one client came back after 4 years!) we're having the exact same conversation - same problems, same stress, same frustrations. Maybe they have managed to grow their revenue, but the cost to them personally has often been significant - good people have left them, bad people have stayed, and in the worst cases they've lost their closest relationship and damaged their health.

Stay the course, with us by your side, and you will build a systemised well-structured business, that doesn't need you in it every day to perform to your high standards.

# WHY WORK WITH MARIANNE AND HER TEAM?



*"Marianne's McDonald's experience makes her one of the world's most qualified experts on the practicalities of implementing systems and building high performing teams."*

Marianne Page is an award-winning leader and developer of high performing teams; inspiring successful small business owners to build the simple systems and high performing team that will free them from the day to day of their operation; giving them back the time to enjoy a fulfilling life, confident that their business is running as it should.

Marianne developed a number of high performing teams of her own during her 27 year career as a senior manager with McDonald's, and developed over 14,000 managers and franchisees over an 8 year period as the company's Training Manager.

For the past ten years, Marianne has worked closely with successful business owners who have over-complicated their life and their business, helping them to develop the systems and the structure that will make their operation consistent, and free them to work on their business rather than in it.

Marianne is the best selling author of Simple Logical Repeatable, Mission:To Manage, The McFreedom Report, and Process to Profit - a book hailed as 'better than The E Myth'.

Marianne's mission is to move every business owner from chaos to consistency and in doing so, to give them the freedom of choice that comes with having a business that runs by itself - to scale to sell, to franchise or to run it from a beach somewhere.

# WHAT OUR CLIENTS SAY ABOUT THE 7 SYSTEMS BUILDER

***"Systems only exist to make life easier. If a system doesn't make someone's life easier - yours, your customer's, your team's - it's the wrong system!"***

*"Chaos to Consistency and the 7 Systems have been a game-changer for me, opening up my eyes to what's possible when you have a blueprint of systems, not only for operations, but for team building and development."*

**Dan Grimshaw, MD Beam Development**

*"The 7 Systems builder focused me on the processes and procedures I needed to get in place for each area of my business. I've put more in the hands of key team members and have implemented processes that serve as checkpoints so now I know what is happening but I don't have to be directly involved in everything. It's helped the entire business."*

**Jake Bailey, MD Tube Creation**

*"The 7 Systems Builder has been of huge value to our key team. It has resulted in a complete 360 for some, who the word 'system' or 'process' used make their eyeballs twitch with discomfort. As a team we have learned the tangible value in creating systems that improve each team member's day to day experience and as a result also improve the experience of the young people we support and Local Authorities we supply a service to."*

*One of our biggest takeaways from the programme has been the implementation of systems that support us in hiring the right team for FABRIC. I will be forever grateful to Marianne for the impact she's had on my business.*

*Most importantly as a people person, Marianne is a strong, knowledgeable woman in business but most importantly is fair. As a team we've all commented on how much resonating with her as a person has impacted on engagement and implementation of her programme."*

**Harri Helvon-Hardy, CEO FABRIC**

*"I really wanted to structure the business correctly, get back to basics, and build a solid foundation for us to grow. I wanted to improve our systems and become more efficient in the way we worked. I wanted to remove myself from the business and achieve a sellable, franchise-able model. The first session for me was priceless, I'd believed my own hype - that I had it all sussed out - and Marianne got me to get really clear about where I was going, what my goals were, and what I needed to do to get there. Thanks to Marianne and the team, I can see magical things happening here."*

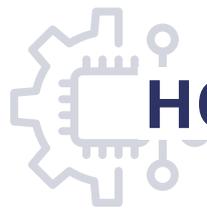
**Ryan Jackson, MD Gemini Parking Solutions**

*"My business now supports my life rather than my life (long hours, no holidays, team issues taking priority over my family) supporting my business."*

**Heena Thaker, CEO Intentional Wealth Creation**

*"We have worked with Marianne and her team several times, focused on both our systems and people development. Empathy, understanding and a passion for getting our business on track, are just not enough words to describe the contribution she has made to Crown Carpets. I have no hesitation in recommending MPL for those businesses looking to move forward."*

**Steve Blackwell, MD Crown Carpets**



## HOW IT WORKS

- You'll have access to an extensive library of training videos for each of the 9 steps along the roadmap, broken down into manageable chunks focused on specific elements of each step
- Work at your own pace, and as the rhythm of your business allows
- We'll have coaching calls every two weeks where we'll focus on the system you need most help with, or which is a priority for you right now
- Involve key team members at no extra cost to maximise the impact and ensure buy-in
- You'll be able to connect and network with like-minded peers, all focused on developing a consistent operation.
- You'll be given our fully-stocked toolkit of templates, worksheets, checklists and frameworks which can be put to use immediately in your business
- Optional 1:1 sessions will always be available, to overcome any individual blocks or challenges
- We'll survey your team before you start to uncover what your team thinks is working and what isn't, and analyse the results for you
- Your investment gives you access to the calls, videos, templates, Marianne and her team, for 12 months

### YOUR INVESTMENT

The 7 Systems Builder programme, including all training and resources plus mentoring & accountability calls every 2 weeks for 12 months:

**£3900 + vat, which can be paid in instalments of  
£1300 + vat over the first 3 months of the programme**

## WHAT ARE YOU **WAITING** FOR?

Let's have a call! Let's grab a coffee together over Zoom and talk through what's working for you right now, and what's not; where you're trying to get to and what blocks are getting in your way; how we could work together to get you where you want to be faster.

Just a conversation.

If we're right for each other great, and if we're not, no harm done, and you'll have had 45 minutes free input on your business from me!

**BOOK A CALL WITH MARIANNE**

### HAPPINESS GUARANTEED

If you invest the time in the programme, completing all of the exercises and making all the necessary changes to your business, big and small; if you commit to following the programme and take focused action to implement what we share with you; if you stay the course and you're not completely satisfied with the programme and what it has done for you and your business by the time you graduate - we will give you your money back.

