

# Reinvigorating Business Reviews



## Keeping Business Vital and Fresh

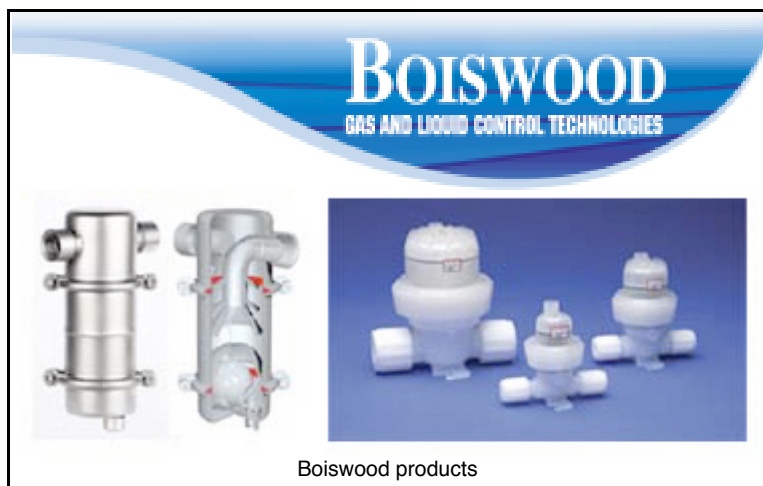
From time to time every company needs stimulation and fresh ideas. It is so easy to lose the vitality that leads to self-improvement and market success.

## Business Review Workshops

Working as a group, under the facilitation of an independent, neutral, experienced facilitator is one of the most productive and cost effective ways forward.

As Tony Kent, Boiswood's Managing Director put it:

*"We had plateaued and needed stimulation; I suggested a business review to my colleagues. I knew that if we were to turn this around we had to do something different. Instinctively, I knew that I was 'in the wrong place' to lead this initiative, and thanks to Azteck we have been reinvigorated!"*



Boiswood products

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***The benefits of using an independent chairman / facilitator went far beyond my expectations. Each and every one of us was stimulated and moved to a much more constructive view of the circumstances; we generated many ideas and converted several into key improvements for the business.***

*To a man, my staff are saying things like: "fantastic"; "very stimulating"; "just what we needed". Interestingly, important staff who had lost focus and had an uncertain future have been reinvigorated.*

*Would I use Azteck again?*

*I would be a fool not to; my staff will hold me to task on this.*

*Could it have been done with internal facilitation?*

*Not a chance, the independence and breadth of experience in Azteck was the pivotal ingredient for success ...*

*The beneficial ripples will profoundly improve our profitability and have set the stage for the future!!!*

*Nic: You know I think you are the best, that's why I asked you to work with us, and I'm really happy you agreed... Thanks!*

Tony Kent, Managing Director, Boiswood Ltd.

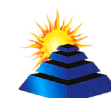
## Practicing What We Preach

At Azteck we invite external facilitators to chair our business improvement and strategy meetings. We have been doing this every 6-8 weeks since 1996. There is no substitute.

We gratefully acknowledge our client's assistance in preparing this case study.

Boiswood are distributors of precision gas and liquid handling equipment for process and high purity industries. Tony has kindly offered to answer queries about Azteck. Please contact him through [www.boiswood.co.uk](http://www.boiswood.co.uk)

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