



**"... further together..."**



[www.biz-smart.co.uk](http://www.biz-smart.co.uk) | [admin@biz-smart.co.uk](mailto:admin@biz-smart.co.uk) | 01905 700149



# who are we?

**We guide, support and challenge.**

**We are practical, relevant and innovative.**

**We inspire and help business owners to go further.**

**We bring people together.**

**We are BizSmart®.**

BizSmart® was born out of the recognition that too many businesses fail to scale to the level where the business owner has the control and freedom they are looking for.

The ScaleUp journey is a series of stepping stones. The 'valleys of death' in-between are where businesses often get stuck; leading to the business owner feeling trapped working long hours for limited money with no apparent way forward.

At BizSmart® we have developed a rock-solid system proven to help business owners create a business that has real intrinsic value - giving the business owner the freedom and control they are seeking.



**“If you want to go fast, go alone.  
If you want to go far, go together”**

Our mission is to transform the lives of business owner managers through proven structured peer to peer and 1 to 1 support, helping them to ScaleUp and maximise the value of their business.



## our values



Understand  
& then be  
understood



Inspiration,  
Opportunity &  
Accountability  
through  
Collaboration  
& Teamwork



Authentic,  
Practical,  
Impactful and  
Relevant



Focus through  
Clarity &  
Insight

These values are baked into every aspect of the business. They inform how and why we work in the way that we do, how we treat our clients and how we carry out every aspect of the business. We work hard, treat people fairly, always look to add value and for opportunities for others to achieve success. Together, we make a tangible difference.



## how we work

At BizSmart® we know every business is unique... however underpinning every business are four core pillars. We have developed, and proven, a system which builds strong foundations and ensures we listen and guide rather than direct and enforce.

FlightAcademy® is our structured ScaleUp system. It is the 'umbrella' under which our key services sit, providing a range of tools to increase your profits and value whilst making your business easier to manage.

We have peer-to-peer collaborative communities called SmartBoards® which help business owners outperform their competitors by a factor of 3. Smart90 Club® includes quarterly workshop sessions that enable you to get more done each 90 days than most businesses get done in a year and we have a monthly issue-based support meeting called ScaleUp Club.

Behind everything we do is the practical advice, consultancy and support from our experienced and credible team that help you to unlock and unleash the potential in both yourself and your business.



## the BizSmart® story

BizSmart® was founded in 2012 by Kevin Brent following an extensive business career including corporate senior management, International Masters in Business, strategic consultancy and building and exiting from multiple businesses.

What really inspired him to work with other business owners stemmed from his first experience of building a business. It was a business within another business and although a board director he had limited equity. Kevin and a small motivated and cohesive team worked long hours over a two year period building a successful business and sourcing an acquirer for £6million – only to walk away with nothing to show for it other than the experience.

Kevin vowed to learn from that experience and make sure others don't fall in the same trap. Most of us only get one shot at building a business, it should be fun and rewarding and support our personal life. BizSmart® now helps owner managers to create the kind of business that will ultimately give them the freedom they are looking for, whilst enjoying the journey along the way.



## the BizSmart® way

What makes BizSmart® different?

At BizSmart® we seek first to understand and then to be understood so that we can identify the win-win in any situation. That thirst for understanding is deep in our DNA and it drives us to listen before speaking; challenge and guide rather than offer a prescriptive solution. We offer practical and relevant advice that will have a meaningful impact.

Whilst we know that having a framework and structure is critical to success we also understand the need to be flexible within that framework. Furthermore, we are always looking to connect people and create opportunities that will ignite growth in a business and help business owners create the life they want.



## how can we help?

"If you want to go far.... go together."

You've got passion, focus and drive and you know there's so much potential in both you and your business. You're just not sure how best to unlock it. There are challenges ahead of you and the best way to overcome them is to work with people who know, who understand and can walk alongside you as you grow your business.

With BizSmart® at your side you are never alone.

We love working with successful owner managers like you who are passionate about what they do, are ambitious and who recognise that they could be and do even better with the right support. All you have to do is ask.

**So call us on 01905 700149 and start the journey to scaling up your business and stepping into the success you deserve.**