



ON TARGET

Improving performance.
Delivering results.

YOUR BUSINESS IS FULL OF UNMET POTENTIAL. WHY IS THAT?

You believe in your company’s mission, products and services. But, you also know that the numbers aren’t where they should be.

WE KNOW THAT NUMBERS TELL A STORY ABOUT YOUR COMPANY. ABOUT ITS PROCESSES. ITS PEOPLE. ITS CULTURE. AND, POSSIBLY, ITS FUTURE.

At TYS we use *On Target*, a results-oriented performance process, to decode the numbers and help you understand why your company’s potential is not yet met. And we help build a plan to change your story.

We have implemented TYS *On Target* with many of our clients. It sets the stage for course corrections and boundless success.

Focus

First, we work with you to define your Focus Goals for the next twelve months. This includes trying to find the “hot spots” that keep you awake at night, and the unrecognized behaviors or processes undermining your efforts to grow and thrive.

Alignment

Travelling in a straight line is the most efficient way forward for your business. Our next step is to create a streamlined path that company leaders and employees can support. We do this by defining specific roles and responsibilities. And, we articulate exactly how employees can help reach your Focus Goals.

Environment

Together, we define what success will look like and how we will measure it. Understanding and agreeing on what these items are allows your organization to create the right environment to achieve your Focus Goals for the year.

DURING THIS PROCESS WE ASK: WHAT STORY DO WE WANT THE NUMBERS TO TELL IN 12 MONTHS?

For example:

- Our profit has grown by X% this year.
- Our overhead has decreased by X%.
- Our average client spent X% more with us.
- Our employee retention increased by X%.
- Our customer retention increased by X%.

HERE IS WHAT OUR CLIENTS SAY:

“We’ve been able to manage overhead costs and reach target profit margins. Our former CPA firm just couldn’t do that for us.”

Patty Bednarcyk
Owner, Design Pool and Spa

“We consider TYS an extension of our firm. The clarity and insight they’ve brought to our business by using the *On Target* process has had an enormously positive impact.”

Glenn Clark
Owner, Clark CSM Marketing Communications

“The odds of hitting your target go up dramatically when you aim at it.”

TYS *On Target* is a collaborative and powerful process that can alter the course of your company’s trajectory.

FOR MORE INFORMATION ABOUT TYS **ONTARGET**, PLEASE CONTACT:

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