Strategies

1. Increase Profitability
2. Minimize Loss
3. Keep Leaders in Target Market
4. Attract & Retain Best Employees
5. Maintain a Balanced Portfolio

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6. Payroll Scouting
5. Competitors' Action
4. Loss of Quality Employees
3. Poor Client Service
2. Client Bowman Failure
1. Senior Failures

Stage: R.C.K.S.

- Bounded
- Test Runs
- P.E.I. K.C.
- No Climates
- Scale (Carl & Co.)

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- Revenue Run w/p Review
- England Run Review
- Action / Adjusted Hours
- Challenger (BN, Dull & Augh)
- Soviets vs. KEK Systems

- Balanced Systems
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- Balanced Systems
1. Approach Development
2. Professional Practice Development
3. Service Delivery (monitoring & training)
4. Human Resource Management (engagement teams)
5. Client Development (hiring, onboarding, training)
6. Public & Stakeholder Relations
7. Sales/Operations Client