



The Future of Workforce
Talent Solutions

5 Stages for Creating a Thriving Practice

A Talent Management Guide

We have worked with numerous clients and consultants around the world. In this time, we've seen what works and what doesn't. We know the most significant challenges that firms and entrepreneurs like you face.

The top 5 significant challenges commonly faced are:

- ▶ *Diagnosing the root cause of issues accurately*
- ▶ *Closing new business with confidence*
- ▶ *Generating recurring revenue streams*
- ▶ *Building name recognition and credibility*
- ▶ *Offering world-class support*



As an HR consultant, trainer, coach, or recruiter, you are encouraged to read further to better understand these challenges—and, more importantly, to identify solutions to help you take your business to the next level.

1.



Diagnosing the Root Cause of Issues Accurately



Many consultants base their recommendations on secondary research and knowledge. This causes them to identify symptoms but not always the root cause of an issue.

A comprehensive diagnostic process will help you to reach better solutions, set proper goals, and reveal more opportunities to help your client. This will drive more successful engagements, more satisfied clients, and more profitable work.

Becoming a Talexes Alliance Partner gives you access to exceptional diagnostic tools.

Alliance Partners have access to a comprehensive suite of assessments, reports, and experts that will enable you to provide outstanding insight and direction to your clients.

2.



Closing New Business with Confidence



Make closing sales a natural process to help your client succeed.

When you strive to generate income without billing, you need to be very logical about how you use your time.

Alliance Partners have more closing options to help turn a prospect into a paying client.

Although our Partners invest some time during client set up and debrief, the time they spend is considerably less than if they were to do a pilot consulting study or training program. The information that they uncover from the assessments reveals many issues, thereby establishing value, and helps them start relationships with other influential decision makers in the organization.

3.



Generating Recurring Revenue Streams



Work smarter, not harder.

The project-oriented nature of consulting, training, and recruiting work can lead to a cycle of feast-or-famine that can be tough to break.

Becoming a Talexes Alliance Partner enables you to build recurring revenue streams through your clients.

This means that you will earn highly profitable income from the assessments your clients use after your project is complete. You also have an unobstructed view into the inner workings of their organizations and plenty of opportunities to follow up, build more and stronger relationships, and become a trusted advisor.

This arrangement creates the ultimate win-win situation for both you and your clients.

4.



Building Name Recognition & Credibility



One of the big challenges that any consultant faces is establishing credibility with a new prospect.

Consultants can overcome this credibility challenge by affiliating with a known brand. This is common in the technology consulting industry, where smaller firms become “value added resellers” (VARs) of a known technology brand, such as Microsoft or Cisco. The practice in the human capital space is not as common, but it still presents a great opportunity for consultants.

For example, through our partnership program, we allow our Alliance Partners to leverage our brand to enhance theirs.

As a Talexes Alliance Partner, you will be in a much stronger position to create sales-winning credibility with your prospects.

5.



Offering World-Class Support

Business changes fast; how can you keep up?

We are in a period of unprecedented digital change. As an entrepreneur, you know how difficult it is to keep up. Along with catering to the needs and demands of clients and staying on top of the latest developments in your field, you are responsible for sales, marketing, finance, accounting, administration, legal, IT, R&D, facilities, and more.

Becoming a Talexes Alliance Partner gives you access to the latest science, technology, and support resources.

We have created a support system to help drive our mutual success. Here's a summary of what you get:

- Access to a full suite of scientifically reliable and valid assessments and a world-class online assessment delivery system
- Access to our webinars, whitepapers, and guides, where you will learn not only about how to use our assessments with your clients, but also how to build a more successful consulting practice.
- Access to marketing collateral and all of the resources we make available for our Partners to build their reputations and generate leads.



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Become a Talexes Alliance Partner

Call us today to learn more about how we can help you enhance your professional services business.

Contact Anthony
Pantaleone at
(254) 206-3976

We recruit many who have existing consulting, training, coaching, and recruiting businesses or expertise. Others might be retiring executives in search of a new challenge that will leverage their experience and contacts. These professionals use our assessments to enhance their business, but many of our most successful Partners make an excellent income selling only assessments.

If you want to take your recruiting, training, or consulting practice to the next level, we have the tools and the know-how to help you succeed. You can be in business for yourself, but not by yourself.

The first step is to experience the power of our assessments first-hand. Please call us to schedule a complimentary assessment and learn if this opportunity is the right fit for you.