



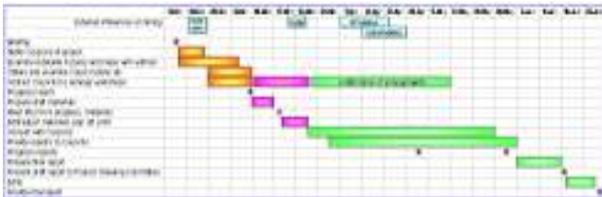
Planning

“Planning without action is futile, action without planning is fatal”

Last issue we focused on Project Management, and the importance of setting goals, processes and measures. So once you’ve got a clear picture in your mind of where you want to be, how do you go about the task of actually achieving these goals, without getting sidetracked and distracted along the way?

Whether you’re looking at a major project, a new business venture, or an existing business, the key is to formulate a plan so that at every stage of the process you know what you need to do to get to where you want to go.

At KPPM, most of our core business is based on planning of one sort or another: high level strategic plans, economic planning, succession planning for established businesses or helping companies to put together business plans for new products, expansion, or to apply for grants and funding. Together with the detailed plans we work to for all projects, sometimes it seems that our whole lives - or at least those bits of it we have control over - are planned out to the smallest detail.

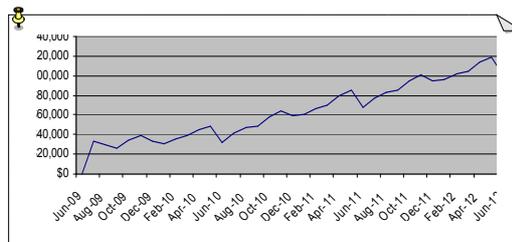


At KPPM we can help you and your staff change *wants* into *must haves* and provide a clear way forward. You’ll all know “what to do on Monday”!

KPPM’s Corporate Business Unit

KPPM’s Corporate Business Unit (CBU) Consultants bring their experience in a large range of sectors: from freight/logistics, to social services, and aquaculture. The CBU aims to ‘grow’ businesses, by providing action plans, coaching and regular check-ups. One of our most popular products is the Business Planning ‘package’ that includes testing the assumptions, developing financial (cash flow) scenarios, profit and loss, and identifying where additional attention is needed to get your business running effectively.

The package also includes two quarterly ‘check-ups’ to review implementation and help guide the business owner.



Enter your financial information live into our cash flow tool to generate a financial forecast graph

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Time well spent!

Why not take advantage of KPPM’s FREE personalised business analysis? In ONE hour, with no obligation, you could...

- Create an action plan
- Review and tweak your current business plan
- Do a ‘systems checkup’ to see how your business can be streamlined
- Identify your best customers and how to market to them
- Refine your product/service range to focus on the profit drivers



Samone Wear, KPPM Corporate Business Manager

Featured Client: Australian Institute for Loss and Grief

The Australian Institute for Loss and Grief Pty Ltd (AILG) formally known as The Sacred Site Within Healing Centre was founded in 1993. It is the only private provider in Australia that delivers a holistic approach to healing loss and grief through counselling and education.

Director, Rosemary Wanganeen has taken a standard model of loss and grief to new depths; she became aware that her personal experiences of losses were also experienced by many Aboriginal families and communities. Over this time AILG developed the *Seven Phases to Reconciling Grief* from a personal healing journey. This model educates, using intellectual information, an emotional experience that has had a long lasting impact.

In 2009 Rosemary Wanganeen knew it was timely to review her business direction, to create a new pathway to reach her business and personal goals. Rosemary approached KPPM for a business and marketing journey that she says was “transformational”.

Our Corporate Business Manager, Samone Wear worked intensively with Rosemary for seven months to assist AILG to unpack her business, service and products. This process strengthened the internal business systems to allow Rosemary to work smarter and take her brand to the right audience. This journey has sharpened AILG’s service delivery and enabled Rosemary to focus on the right customer/product mix.

The Australian Institute for Loss and Grief offers counselling, cultural awareness training and consulting services on a group or individual basis. For more details, or to book your place on a Bicultural Awareness Training session, Rosemary can be contacted on 8240 4597, or via her website: www.lossandgrief.com.au



Good Quotes from our website

More examples of the daily quotes that have appeared on our website www.kppm.com.au

Drive thy business, let not that drive thee. [Benjamin Franklin](#)

Courage doesn't always roar. Sometimes courage is the quiet voice at the end of the day saying "I will try again tomorrow". [Mary Anne Radmacher](#)

Try and fail, but don't fail to try. [Stephen Kaqqwa](#)

You have to have your heart in the business and the business in your heart. [Thomas Jefferson](#)

When it is obvious that the goals cannot be reached, don't adjust the goals, adjust the action steps. [Confucius](#)

It's kind of fun to do the impossible. [Walt Disney](#)

Good fortune is what happens when opportunity meets with planning. [Thomas Alva Edison](#)

Current Projects

Examples of current projects that we're working on here at KPPM:

- City of Tea Tree Gully Youth Review
- Goulburn-Murray Water Customer Representation Review
- DTEI Project Management Protocols
- LGA Greater Adelaide Plan Submission
- Community Builders Program
- Uranium SA and Flinders Ports/IMX: Community Engagement Strategies

EasyData Project

DTED (the Department of Trade and Economic Development) and the LGA (Local Government Association of SA) had been grappling for some time with the concept of a simple, single source of reliable data about social, economic and environmental indicators at regional and council level.



KPPM was initially engaged by LGA to scope the project and compile an indicators list. Kristine's 'Adelaide connections' revealed a similar project at DTED, and the two projects were combined, with KPPM as project manager.

The result is EasyData, a unique website launched in June 09 that allows users to select their own geographies (at local council, region or state level), 60 indicators, and automatically graph the findings or download the source tables in Excel format. www.southaustralia.biz/EasyData will be updated as new data becomes available.

Copy Me

Feel free to make copies of this KPPM Newsletter for your office colleagues or others who may be interested in learning more about Project Management or the work of KPPM Organisational Strategists

Boards, committees and volunteering

I'm sure most people are involved in volunteering in some way. But we often don't reflect on the benefits we gain from our involvement – both to us and to the organisation we help.



Kristine Peters has been involved with the North West Business Development Centre for over a decade, half of this as Chair. She's seen the organisation grow from a single office with one business adviser to a world-renowned (and award winning!) business centre that contributes over \$150m to the local economy.

The benefit to NWBDC's General Manager (Lyn Hay) of having a stable, strategic board is that she can get on with helping small business to grow. The benefit to board members comes from working with, and learning from, a group of dedicated, forward-thinking professionals – who enjoy what they do.

Kristine has recently been asked to join the Reference Group for the Flinders Institute for Housing, Urban and Regional Research. FIHURR aims to be the preeminent research and learning centre in its field, and joining the Institute at this early stage gives Kristine the opportunity to 'think big', helping to guide FIHURR to new and exciting opportunities.

Young Business Leaders Program



The Royal Society for the Blind (RSB) of SA Inc runs an annual program to challenge and develop young people both professionally and personally. We're really proud that **Samone Wear, KPPM's Corporate Business Manager**, has been selected to take part in the 2009/2010 program. Participants attend

skills workshops and manage two key projects: a Business Improvement Project, aimed at improving productivity, innovation, efficiency or customer service; and a Community Involvement Project to raise awareness and funds for the RSB. Watch this space for further details of how you can get involved.....



Conferences

At KPPM, we're in the fortunate position of having a wide range of work. This keeps life interesting, but it can also be challenging to stay up-to-date with leading-edge thinking in a number of sectors and disciplines. The up-side is that we have a vast array of conferences to choose from, and in the past couple of months we've been to the Australian Bureau of Statistics National Statistical Service's *Community Indicators Summit* in Brisbane where we (with DTED) showcased the EasyData application (if you haven't used it yet – you're missing out: www.southaustralia.biz/EasyData).

The conference addressed the challenges and exciting opportunities emerging in measurement of social indicators (eg wellbeing, services, education and health). It also highlighted the 'market driven' fragmentation of measures in Australia, and the

frustrations of not being able to pull together a uniform national approach that would allow us to compare (for example) Port Adelaide with Fremantle.

In August, we went to the Australian Institute of Traffic Project Manager's *Traffic Beyond Tomorrow* Conference in Adelaide. This was a real eye-opener – the mechanics and strategy of traffic management and control are just fascinating, and great background for work we're doing with DTEI reviewing the influence of the Port River Expressway on activities in Port Adelaide, and developing protocols for project communications in DTEI's Infrastructure area.



Events: Where you will find KPPM

- **11th September** - Business Class Corporate Luncheon, Sebel Playford.
- **11th September** - Family Business Association Advisor Connect, Royal Coach Motor Inn
- **14th October** - Anna Rennie Chapter High Tea, Waterside Workers' Hall
- **25th October** - Todd Street Business Chambers Footy Tipping Grand Final BBQ
- **27th October** - North West Business Development Centre, AGM



Congratulations!

Well done to Fleurieu Peninsula Tourism, whose mapping project won an award at the SA Spatial Excellence Awards for Tonkin Consulting last month. KPPM is proud to have been involved with this project, which now goes on to compete in the Asia-Pacific Spatial Excellence Awards to be held in Perth in November.

Two of our projects: EasyData (DTED) and the Plastic Bag Phase-Out (Zero Waste SA) have been shortlisted in the 2009 Premier's Awards.

Disclaimer:

This Newsletter is for general information purposes only. KPPM has taken all reasonable measures to ensure that the material contained in this newsletter is correct. Please research and test concepts to ensure they suit your needs before making any decision.