



QUESTIONS TO CONSIDER WHEN EVALUATING YOUR STRATEGIC CONSULTANT

❖ WHAT DO YOU REALLY NEED?

Clarity and focus is key... In a sentence, what do you need?

❖ WHO IS AVAILABLE?

Have you explored your options? Are there other firms to consider?

❖ WHAT CAN THEY DO FOR YOU?

What services do they offer? What do they do best? Does it match with what you need?

❖ WHO WILL YOU BE WORKING WITH?

How accessible will this point person be to you? Meetings? Phone consultations? Billable hours?

❖ DO YOU LIKE THEM? IS THIS A GOOD FIT?

Chemistry... trust... compatibility... all of utmost importance!

❖ WHO ELSE HAVE THEY SERVED?

Are past clients satisfied? Who have they "missed it" with?

❖ HOW WILL YOU MEASURE PERFORMANCE?

Clear expectations and agreed upon outcomes is a key to success and a harmonious relationship.

At NEXT, we'd love the opportunity to serve you... but it is more important that we're the right group to meet your needs. A long-term relationship built on trust is the key, whether or not you engage us!

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