

## SBGP and the PBA Pilot: FAQ's

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### ***Who is SBGP?***

Small Business Growth Partners is a national and private small business growth firm. We specialize in working with state home building associations, and focus on helping grow builders, remodelers, and HBA Associate members. We also operate as business owner “talent scouts”, and through our BPA Creation Process, only offer a small percentage of BPA recipients’ candidacy to one of our mentorship programs.

### ***What is a BPA?***

BPA stands for Business Diagnostic and Plan of Actions, and is a 12-month business “Plan of Actions” for you and your Company, broken down by the disciplines of business. Sales, Marketing, Processes & Systems, Team & People, Actions & Accountability, Financial and Planning. Through the Pilot Program, you will also receive a full DISC/Motivational profile on yourself, and key employees (an HBA member favorite). The deliverable is a highly researched, extremely clear and actionable 30+ page “road map” for you and your business. The BPA will also be fully explained to you in a full 1.5 hour BPA out brief with two executive coaches.

### ***Why are we doing a Pilot?***

Besides working with a limited number of highly reputable banks, law and accounting firms, we work most actively with State Home Building Associations. To make sure our Business Diagnostic and Plan of Actions [BPA] is a valuable addition to your HBA’s member benefits, we test the BPA with 50 (fifty) PBA members and analyze the results. If the feedback is overwhelmingly positive, the BPA becomes a permanent addition to the State’s benefit program, at no cost to you or the members of the PBA.

### ***Who will get the most benefit from a BPA?***

- You are considering Succession Planning
- You have hit a growth ceiling, where lack of systems is starting to show in your company with mistakes, and miscommunication (internally, and with customers and prospects)
- You aren’t clear on a strategic direction for your company (nor are your employees)
- You can’t seem to find the right people, and are having team cohesion issues
- You get a lot of calls, but not many turn into sales
- You are generating great sales, but the profit is not there at the end of the month
- You are trying to drive the business forward, but keep getting pulled back into the daily operations, and still act as the chief “firefighter” and problem solver
- You are becoming burnt out, working more and seeming to accomplish less

### ***What will it cost?***

The BPA and BPA Process has a hard-cost of \$2,200 to the general public, but for PBA members it is fully paid for through our Pilot Program. All we ask from you is 4 to 5 hours of your time spread over 4-5 weeks.