Help your advisers to Supercharge their businesses with the Juice Console.
Empower your PDMs to increase productivity and quality of your businesses

- Have a consistent methodology and framework for business planning AND ongoing coaching support

- Scaleable solution - one to one, one to many and DIY, so you can service your whole network on a segmented basis and get ROI from every practice

- Valuable analysis of your network so you can plan PD content to suit their real needs

- Real-time dynamic benchmarking to help you coach your advisers with accurate data on what's possible

- Brand your own Juice Console to demonstrate your commitment to value-adding to your adviser practices. Customise your version to include specific links to your other initiatives and integrate reporting with existing systems.

---

**Help your businesses to Drive their own success**

Statistics have shown us for years, that financial advisers are consistently poor at writing effective business plans. When we dug a little deeper, we found that advisers struggled to know HOW to create their business plan, and even those who did, found it extremely difficult to keep an eye on their actual achievement against the activity and revenue targets they set. Even those who had a PDM to assist them with their business plan, struggled to maintain an ongoing focus on their progress throughout the year.

One of the biggest challenges we see in business (across all industries), is the difficulty in sourcing information in a single platform on the core components that achieve growth and success. We know how powerful it is to keep a regular eye on key metrics in the business to ensure they stay on track, and yet we also know it is time consuming and often not enjoyable to find all of that information.

So we’ve built a system that will enable business owners and their PDMs/coaches to actively plan what they want to achieve, and then keep track of their progress, so as to manage and actively increase the success of the initiatives they are working on. The software is cloud-based, and mobile-enabled, allowing access on any device, from anywhere in the world (with an internet connection).
Juice Console takes the frameworks and knowledge of some of Australia’s leading business coaches to deliver all the tools you need to help your advisers Drive their own Success.

**Business Success Wheel™**

The Business Success Wheel™ cuts out the noise and focuses on the 18 key areas of a business that will impact its success, providing your PDM’s with a comprehensive yet concise way of helping advisers to identify the growth blocks holding them back, and the opportunities for quality improvement. A single source of truth, capturing the state of each business in a one-page visual diagram. The foundation of any great business plan.

**The Evolution Map™**

The Evolution Map™ helps you strategise the ideal direction for your business with your one-page business plan. Yep, that’s a complete business plan that fits on one page.

Where are they now? Where do they want to be in twelve months? Exactly what will they do to get there? (including actions required to fix their highest-priority broken ‘spokes’ on their wheel).

Maximise the implementation of these grand plans by enabling advisers to keep their team accountable with real-time performance visibility that allows them to prioritise the things that really matter. Juice provides live data to actively improve results, deliver better service and track pipeline opportunities. Finally, PDMs AND advisers get visibility on their numbers AND the activities that matter.

The Juice Console will provide instant visibility for the business owner to see the progress they are making towards every ambition - visually tracking their progress against their targets. Business owners will be able to customise their consoles to select the data they wish to view from their home page. Among other things, they will get a visual representation of their income year-to-date, tracking against their target, broken down by adviser if they have multiple advisers in their business. They’ll be able to see how active their referral sources are, how their marketing activities are impacting on their lead generation, what clients and revenue are sitting in each part of their pipeline, and how long they are taking to move through each stage. They’ll be able to see how they are tracking against their client review targets, and ensure that they implement the client service activities they intend to. They’ll also have visibility on how they’re tracking for their expenditure throughout the year.

**Dynamic benchmarking** will allow you as_licensee, AND your advisers to see what’s possible for their business and how they stack up against others in the industry. In addition to seeing their own data, advisers will be able to see how they compare against others in the system in a range of measures such as new client activity, revenue per adviser, profitability, average client fees etc, viewing dynamic benchmarking stats that can be filtered by a range of factors including location, business size, top performers etc.

As a Master Subscriber, you’ll gain access to customised benchmarking reports to view the performance of your businesses against other licensees and boutique advisers (in blind comparator reports). You’ll also obtain a consolidated report on the status of the spokes on the wheels of your advisers – giving a clear indication of common issues throughout your network, to provide assistance when planning your training and development agendas.
Supercharge your network

With Juice, your team can be like the pit crew of a Formula One race team... get real-time data on what’s happening under the hoods of your businesses, and help them understand what to tweak to improve performance.

Know the right stats to discuss with them as you bring them into the pits and fire them up for greater success as they get back out there.

Juice (‘dʒuːs) def ‘n: Something that provides power; imparts identity and vitality; a motivating, inspiring or enabling force.

(Merriam Webster)

Help your advisers to Supercharge their businesses.

Upskill your management team with our PDM Academy.

Become a Master Subscriber to Juice and have your PDM’s trained as Accredited Juice experts.

Whether your staff are new or experienced, our PDM training will help them improve their skills in coaching advisers and business owners to greater success. Initial and ongoing training support means that your people will know how to use Juice to supercharge the performance of your businesses.

Arm your team with training and ongoing development in the proven systems that have helped advice businesses to grow and flourish.

Juice Console
Juice Console
Created by Elixir Consulting

View more at elixirconsulting.com.au/juiceconsole/licensee
Contact juice@elixirconsulting.com.au or 1300 683 680