

Clean Canvas Retreats

lifting success to the next level



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Introduction

Contents

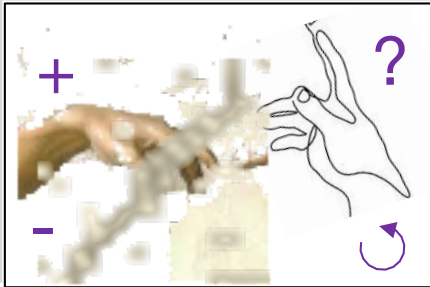
- Need & role ●
- Process ●
- Profile ●
- Acclaim ●
- Contact ●

Mark McLean
Founder & Principal Adviser

Need and role



In the course of every business, a time arises when it's opportune to pause and stand back. To work "on" the business rather than "in" the business, and particularly when there is a less than straightforward issue of strategy riding, whose resolution holds the key to lifting success to the next level.



At these times, it's not the creation of a completely new business that's indicated.

Rather, businesses that are operating clearly have elements that are working.

These elements reflect advantage and therefore point to the path of full potential, albeit rarely unambiguously.

Realizing this potential, to lift success to the next level, requires amplifying these elements, and reinforcing them with the other elements of the business arrayed around them.

This reinforcing generally spans realigning those other existing elements that are supportive, discarding those that aren't, and adding currently absent but vital new elements.

It's a task akin to mastering a canvas, closing in on that "clean" compositional quality that wins through to acclaim.

And a challenging task as it must be achieved in small windows of time, and therefore requires a process that works to full effect both the wisdom of the Leadership | Board, and the insights strategically pivotal to the business.

Clean Canvas Retreats enable Leaderships | Boards to achieve this,

landing strategic programs that set up these winning compositional solutions, along with the stakeholder buy-in and resolve needed to execute them,

using discreet application of novel & innovative tools, a wealth of experience, all with unparalleled efficiency and minimal distraction to the organization.



Need & role ●

Process ●

Profile ●

Acclaim ●

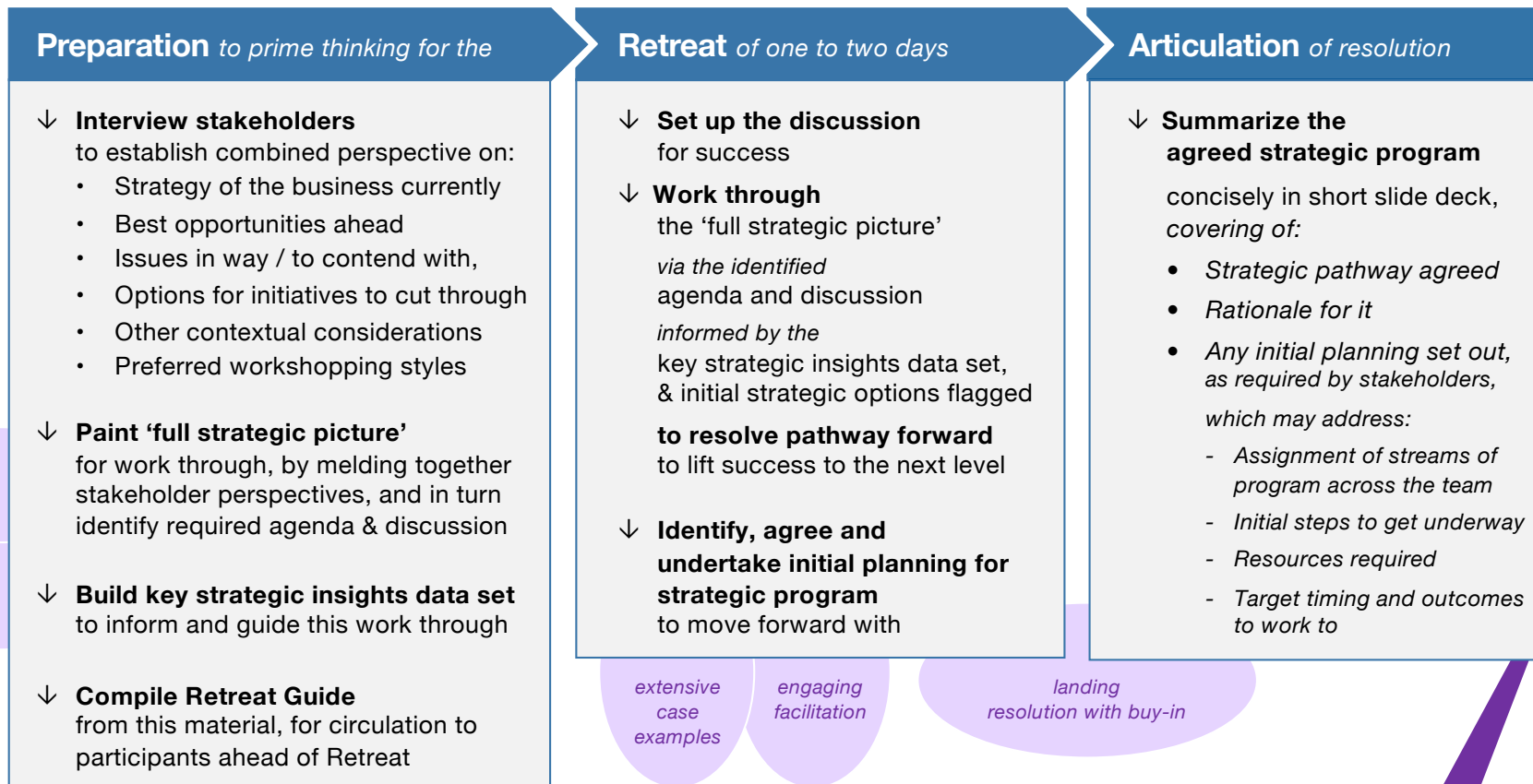
Contact ●

The process

‘Clean Canvas Retreats’ involve a three-part process: a Preparation to prime success, the Retreat, and articulation the outcome.

Five key ingredients are integrated into the process. A novel ‘stakeholders perspectives synthesis’ is used to prime potent co-creation. ‘Innovative strategic data analysis’ is used to distil those insights pivotal to the business and the strategic question under consideration. Decades of strategic advisory experiences provide a wealth of case examples that can be introduced into the discussion as appropriate. ‘Engaging facilitation’ brings all elements together, with a ‘gauging of prevailing informed sentiment’ used to land the strategic program that will lift success to the next level, together with the buy-in and resolve required to execute it successfully and to its full effect.

undertaken over 3 to 5 elapsed weeks ~ typically involving from 5 to 15 consultant days



Profile

lift partners is a boutique strategy practice, specializing in innovative strategic analysis for moving and disrupting industries and markets to advantage, together with facilitating creative and impactful intellectual engagement within leadership stakeholder groups.

The practice was founded by Mark McLean over three decades ago.

Mark's earlier career was spent across three leading international management consultancies, and most formatively with the, strategy specialist Pappas Carter Evans & Koop (PCEK), an off spin of BCG and McKinsey, PCEK becoming BCG's Australasian offices.

The experience of the practice spans all the fundamental challenges of strategy confronted by Boards and Leadership Teams, across a diversity of organisational types, business models, industry sectors & settings, *a sampling provided below.*

Industry sectors	Leadership challenges	Business models	Organisational types	
<ul style="list-style-type: none"> - food & agriculture - packaging & closures - educational services - health services <ul style="list-style-type: none"> > medical devices > dental > complementary > medical research > public - membership services - property investment, services & operations - financial services <ul style="list-style-type: none"> > superannuation > funds management > insurance > research > corporate services, tax, accounting > education services - specialist recruitment 	<ul style="list-style-type: none"> - industrial services - manufacturing - enforcement services - human resource consulting & services - security - it digital - creative services - sports administration - environmental assets management - metals recycling - travel - publishing - apparel - furnishings - motoring & related products & services 	<ul style="list-style-type: none"> - optimisation - growth - turnaround - competition mastery - disruption - new business development - merger & acquisition optimisation - strategic due diligence - collaboration - CEO transitioning - technology leveraging - leadership development - strategic metrics - initiating new operation - high stakes pitching for major new business - investor presentations 	<ul style="list-style-type: none"> - retail - wholesale - service - manufacturer - outsource provider - start up - alliance / JV - private equity investee company 	<ul style="list-style-type: none"> - private - public - mutual / not for profit - government - offshore entity / multi-national 'local in country' operation

- Need & role ●
- Process ●
- Profile ●**
- Acclaim ●
- Contact ●

Acclaim

“Clean Canvas Retreats” find application across a diversity of organizational settings and business challenges.

Ultimately, the best arbiters of the value they generate are those who apply them.

Below are “assessments of value generated” from a sampling of these arbiters.

*Chairman
Resources*

“We got very much further than we could have alone. It provided an excellent launch program for our new CEO.”

*CEO
Packaging*

“Thank you for your superb effort yesterday. I was delighted with the progress made during the day and with the conclusions reached by the Board.”

*Global CEO
Corporate
Services*

“Mark is one of the best strategy/management consultants I have had the pleasure to work with. He will interrogate the numbers more, and add value through insights on the business, financial ratios, quality of earnings and so on.”

*Chairman
Superannuation
Services*

“You did a really excellent job. Not only did you bring a great summary document together in very short order, but you and your process guided us to positive outcomes. You showed great tenacity to get there, resilience and a lot of common sense and insight.”

*Director
Educational
Services*

“Just a quick note to express my appreciation for your able facilitation of the Retreat. Leaving aside the insightful business analytics that were compiled in a relatively short timeframe, I found the graphic presentation and modelling of complex relationships most impressive.”

*CEO
Manufacturing*

“Watching your process of ‘bringing everyone along’ was a pleasure to see unfold. This, and the other observations you shared with me preceding yesterday have also been very beneficial for me in terms of understanding how powerful good management style can be to achieve outcomes.”

*MD
Private Equity
Investee*

“Our private equity directors were very impressed with the briefing pack and your facilitation of the Retreat.”

- Need & role ●
- Process ●
- Profile ●
- Acclaim ●
- Contact ●

Contact

There is considerable flexibility in the approach that can be used for these exercises, to align to your specific objectives.

If you see a potential role for a 'Clean Canvas Retreat' with your colleagues and business, and would like to explore how the process might be tailored to your organization and business, please don't hesitate to reach out.

We very much look forward to the opportunity to make your acquaintance.



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