

Pivot to Prosper

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*The home of professional
management consultants*



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THE AUSTRALIAN

Consultant's Guide

Setting up and running your own
consulting business profitably and painlessly

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THE MASTERY SERIES

consulting mastery

**the ability myth: when
being good is not enough**

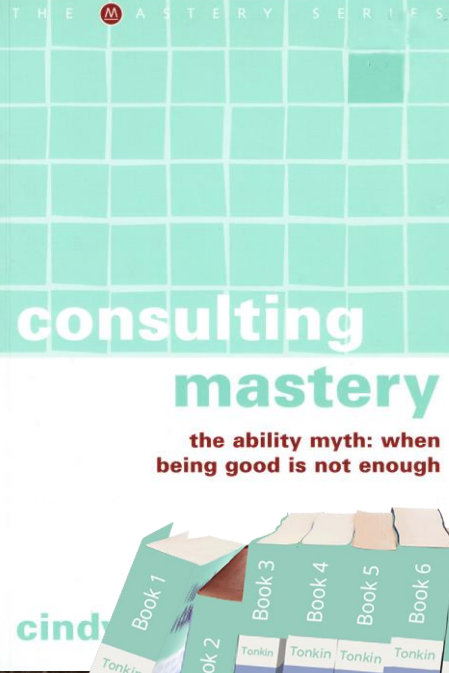
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Your pivot(s)

From what to what?

Why?

Lessons?

Why Pivot

01

MARKET SHIFTS
NO BUDGET

02

OPPORTUNITY
ARISES

03

BORED or
INTERESTED

It's easier to advise others than
help yourself.
All the business principles apply.

Your pivot(s)

From what to what?

Why?

Lessons?

No-nos of pivoting

1

2

3

4

Four no-nos of pivoting

1

- Be Clingy

2

- Discount

3

- Be arrogant

4

- Don't ask

Four yeses of pivoting

1

• ~~Be Clingy~~ Let go

2

• ~~Discount~~ Add value

3

• ~~Be arrogant~~ Create Relationships

4

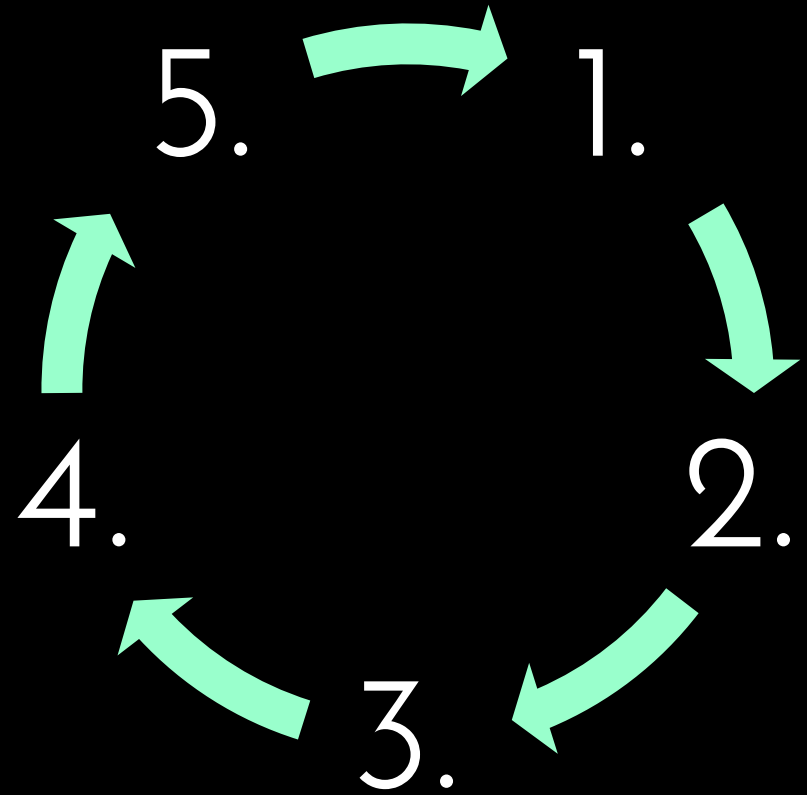
• ~~Don't ask~~ Network

Your pivot(s)

From what to what?

Why?

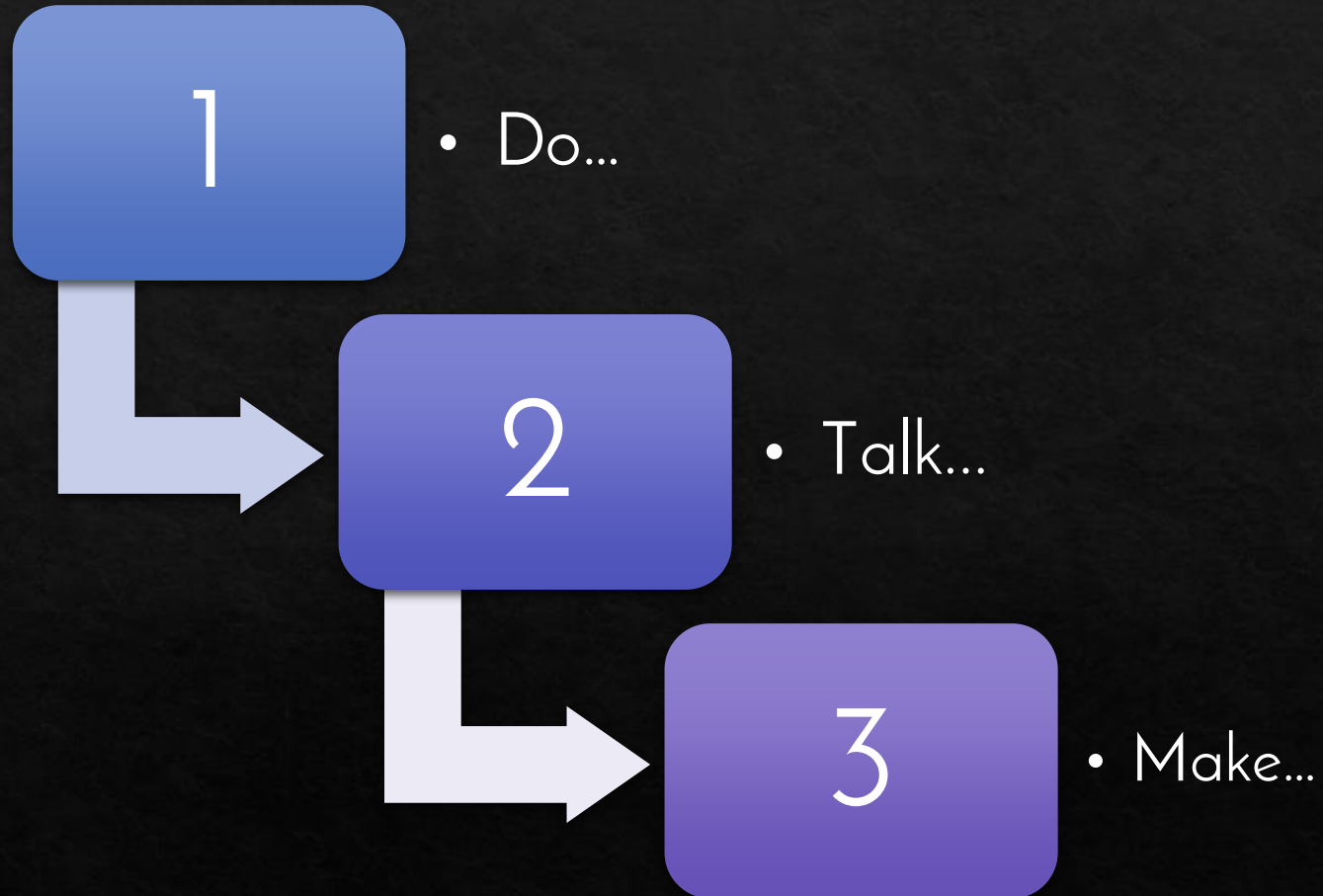
Lessons?



Five steps to make a pivot work



Your action plan



A detailed close-up photograph of a mechanical watch movement. The image shows several interlocking gears of different sizes, some with fine teeth and others with larger, more pronounced ones. The gears are made of polished metal, likely brass or steel, and are set against a background of various metal plates and components. The lighting is dramatic, highlighting the textures and metallic sheen of the parts. The overall composition is intricate and technical.

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