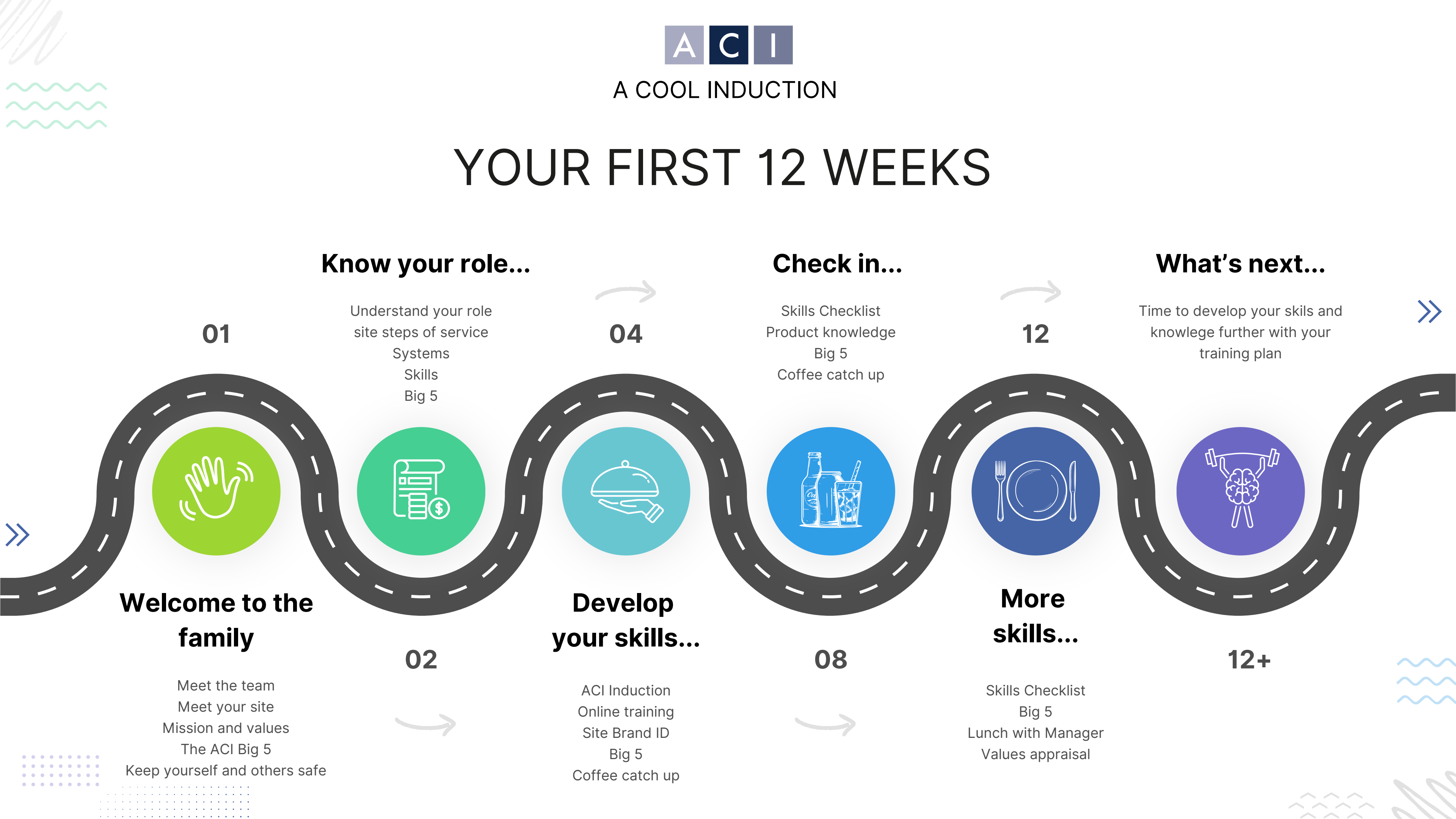




A COOL INDUCTION

# YOUR FIRST 12 WEEKS



01



## Welcome to the family

- Meet the team
- Meet your site
- Mission and values
- The ACI Big 5
- Keep yourself and others safe

## Know your role...

- Understand your role
- site steps of service
- Systems
- Skills
- Big 5



02

04



## Develop your skills...

- ACI Induction
- Online training
- Site Brand ID
- Big 5
- Coffee catch up

## Check in...

- Skills Checklist
- Product knowledge
- Big 5
- Coffee catch up



08

12

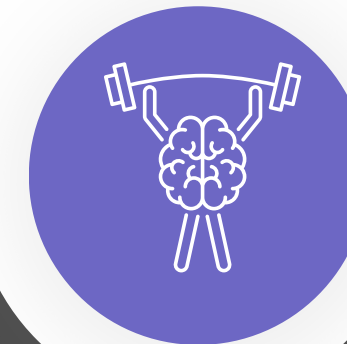


## More skills...

- Skills Checklist
- Big 5
- Lunch with Manager
- Values appraisal

## What's next...

- Time to develop your skills and knowledge further with your training plan



12+

# Roadmap Business Strategy



## Market Research

Identify market opportunities and competitor analysis. Understand customer needs and preferences.



## Evaluation

Conduct regular business performance evaluations. Identify development opportunities and create growth plans.



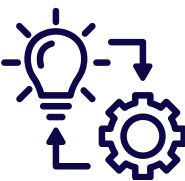
## Business Planning

Create a comprehensive business plan that includes vision, mission, goals, strategies and financial projections.



## Management

Efficiently manage daily operations and business resources. Ensure that all processes run smoothly.



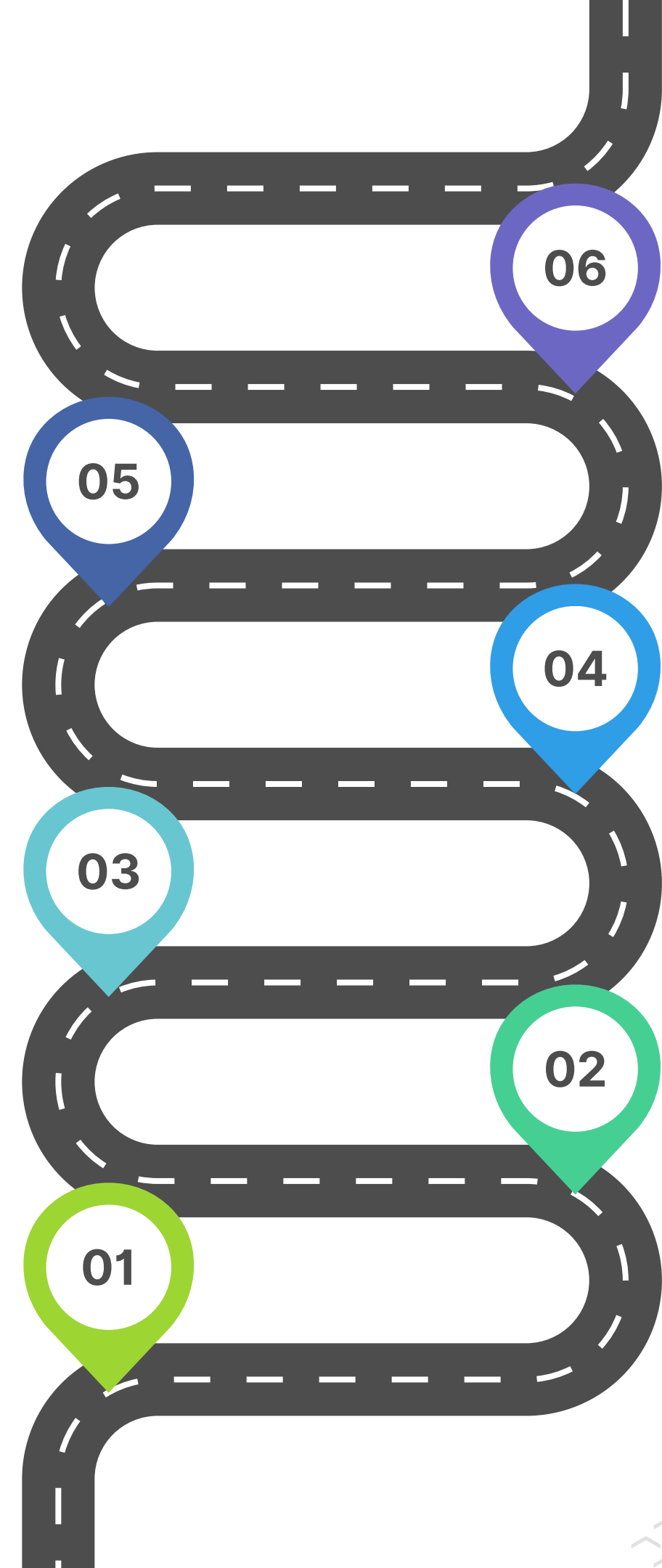
## Implementation

Implement a business plan with concrete steps. It involves building a team, acquiring resources, and launching.



## Marketing Sale

Use marketing and sales strategies to promote products or services. Focus on building brand awareness



# Roadmap of Business Marketing Strategy

## Market Segmentation

Identifying and understanding the target business market segment.



01

02

## Business Branding

Building and maintaining a strong brand image among business customers.



03

04

## Business Relationships

Building relationships with potential customers, business partners and other stakeholders.



05

## Understanding Customer

Understand the needs, problems and challenges faced by potential business customers.



## Content Marketing

Produce and distribute relevant and valuable content for business customers.



# Roadmap of Business Success



## Monitoring

Determine your short-term and long-term financial goals, such as saving for retirement, buying a home, or paying off debt



## Setting Financial

Determine your short-term and long-term financial goals, such as saving for retirement, buying a home, or paying off debt

## Investment

Develop an investment strategy based on your risk tolerance and financial goals. Consider investments such as stocks, bonds, real estate



## Budgeting

Create a budget to manage your income and expenses. Allocate funds to various categories, including savings and investments



# Roadmap Business Success Strategy



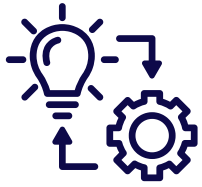
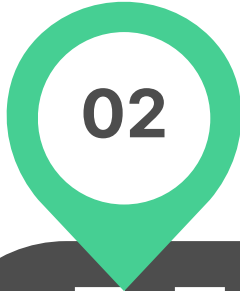
## Market Research

Identify market opportunities, analyze competitors, and understand customer needs.



## Business Planning

Develop a comprehensive business plan outlining the mission, vision, goals, strategies, and financial projections.



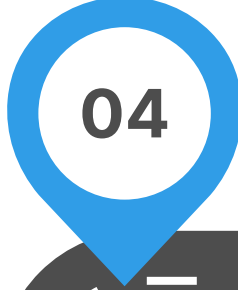
## Implementation Business

Execute the business plan by putting strategies into action. This involves setting up operations.



## Monitoring and Optimization

Continuously monitor key performance indicators (KPIs) and business processes.



## Evaluation and Growth

Evaluate the overall performance of the business. Identify growth opportunities, explore diversification.



# Roadmap Financial Planning Process Business

## Setting Financial

Determine your short-term and long-term financial goals, such as saving for retirement, buying a home



## Budgeting

Create a budget to manage your income and expenses. Allocate funds to various categories, including savings



## Investment

Develop an investment strategy based on your risk tolerance and financial goals



## Monitoring

Regularly review your financial plan and make adjustments as needed. Track your investments, update your budget

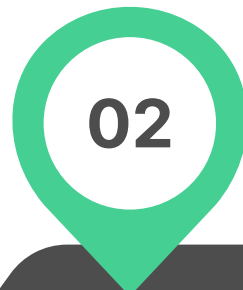


# Roadmap Financial Planning Business Success



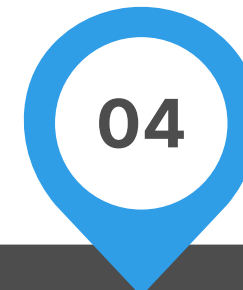
## Assessment

Evaluate your current financial situation. This involves assessing your income, expenses, assets, and liabilities.



## Investment

Develop an investment and savings strategy. Determine where and how to invest your money, such as in stocks.



## Monitoring

Regularly monitor your financial plan and make adjustments as needed. Stay on top of your budget, investments, and financial goals.



## Goal Setting

Define your financial goals and objectives. This includes short-term goals (e.g., paying off debt), medium-term goals.

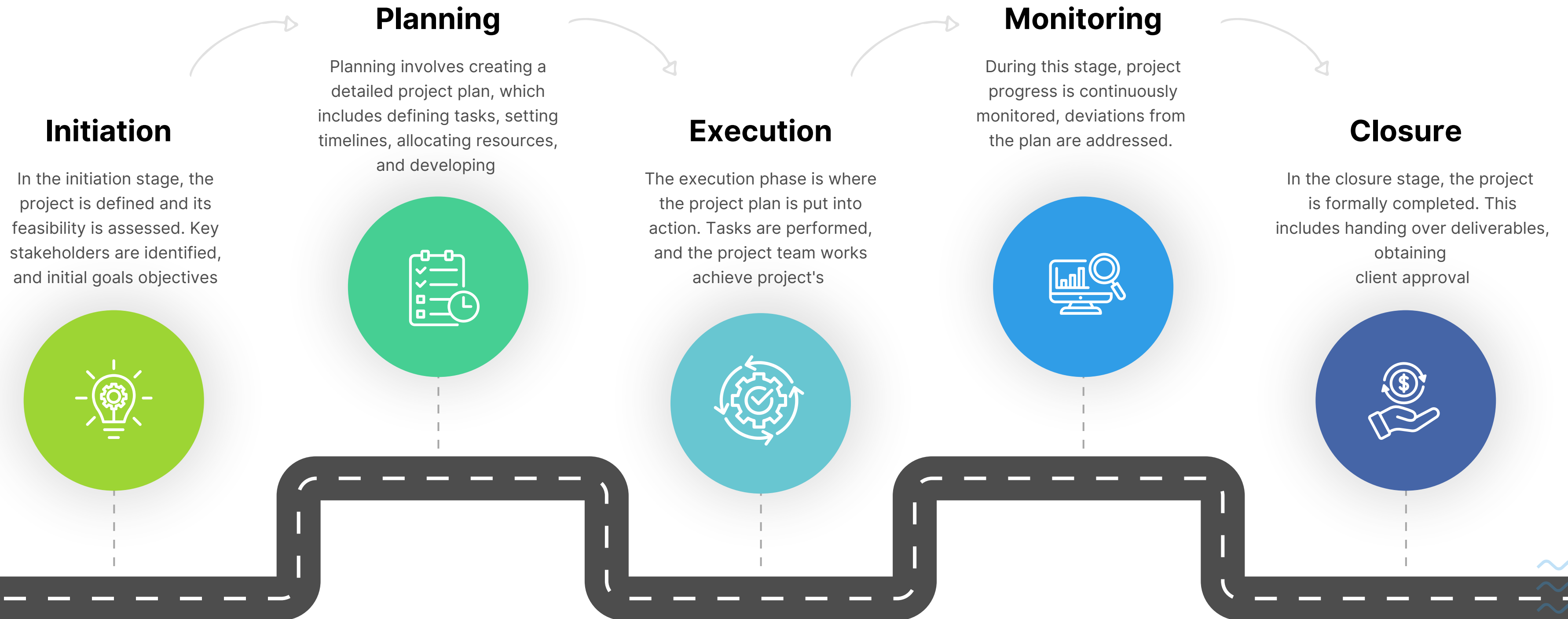


## Budgeting

Create a budget to manage your income and expenses. Allocate funds to various categories and track your spending to stay on track with your financial.



# Roadmap of Business Life Cycle





# Financial Planning Process Roadmap



## Setting Financial

Determine your short-term and long-term financial goals, such as saving for retirement, buying a home

01



## Budgeting

Create a budget to manage your income and expenses. Allocate funds to various categories, including savings

02



## Investment

Develop an investment strategy based on your risk tolerance and financial goals

03



## Monitoring

Regularly review your financial plan and make adjustments as needed. Track your investments, update your budget

04

# Roadmap Business Process

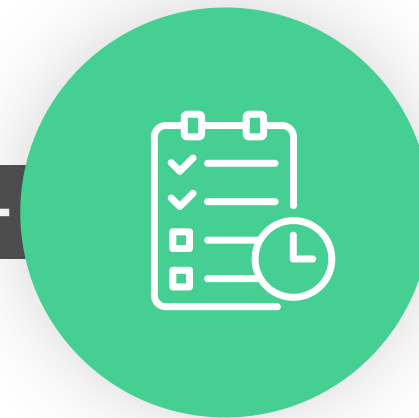
## Market Research

Identify market opportunities, analyze competitors, and understand customer needs.



01

02



## Business Planning

Create a comprehensive business plan that encompasses vision, mission, goals, strategies, and financial projections.

## Product Development

Develop products or services based on market research and customer feedback.



03

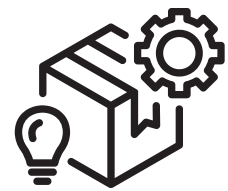
04



## Marketing and Sales

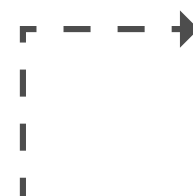
Develop marketing strategies to promote products or services. Implement sales tactics to reach.

# Roadmap Business Process



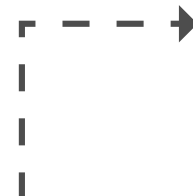
## Management

Establish efficient processes for producing and delivering products or services. Manage resources.



## Customer Service

Provide excellent customer service to build loyalty and satisfaction. Address customer inquiries.



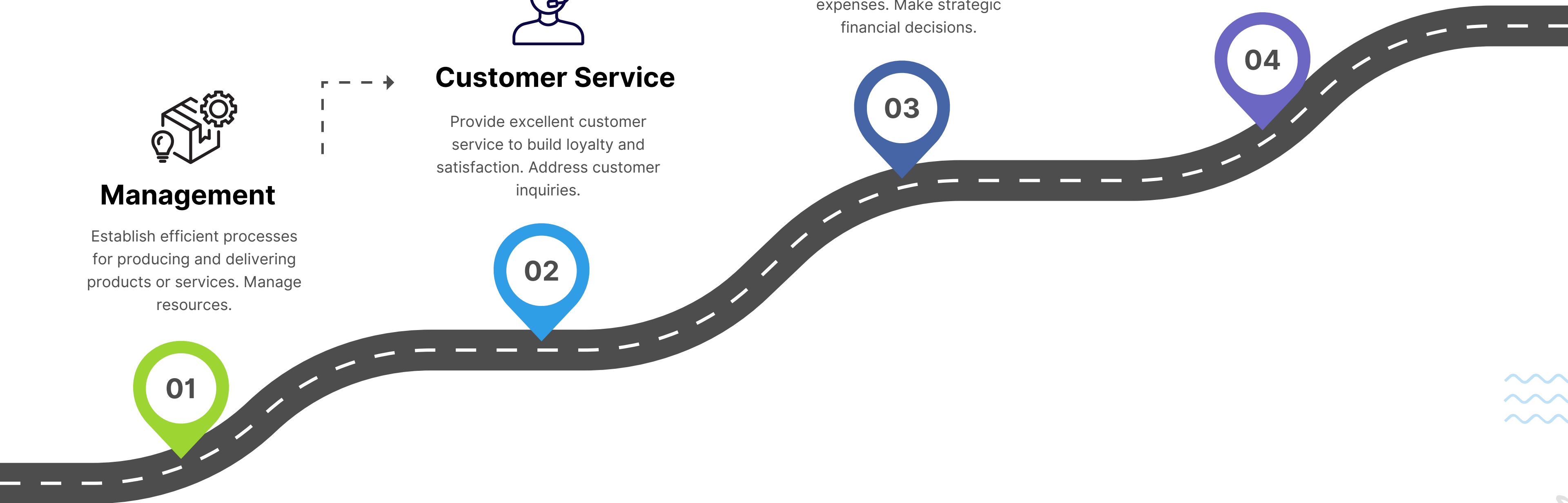
## Financial

Monitor financial performance, manage budgets, and track expenses. Make strategic financial decisions.



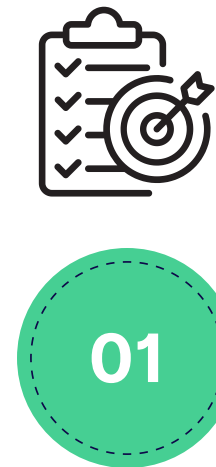
## Evaluation

Evaluate business performance, identify areas for improvement, and plan for future growth.



# Financial Planning Process

## Business Roadmap



01

### Goal Setting

Define your financial goals and objectives. This includes short-term goals (e.g., paying off debt), medium-term goals



02

### Assessment

Evaluate your current financial situation. This involves assessing your income, expenses, assets, and liabilities. Understand your financial standing



03

### Budgeting

Create a budget to manage your income and expenses. Allocate funds to various categories and track your spending to stay on track with your financial goals



04

### Investment

Develop an investment and savings strategy. Determine where and how to invest your money, such as in stocks, bonds, or retirement accounts

### Monitoring

Regularly monitor your financial plan and make adjustments as needed. Stay on top of your budget, investments, and financial goals



05

# Planning Process Business Roadmap



## Management

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## Financial

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# Roadmap Business Process



## Business Planning

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## Marketing and Sales

Develop marketing strategies to promote products or services. Implement sales tactics to reach.

## Market Research

Identify market opportunities, analyze competitors, and understand customer needs.

## Product Development

Develop products or services based on market research and customer feedback.



# Roadmap of Business Life Cycle

## Initiation

In the initiation stage, the project is defined and its feasibility is assessed. Key stakeholders are identified, and initial goals objectives



## Execution

The execution phase is where the project plan is put into action. Tasks are performed, and the project team works achieve project's



## Closure

In the closure stage, the project is formally completed. This includes handing over deliverables, obtaining client approval



## Planning

Planning involves creating a detailed project plan, which includes defining tasks, setting timelines, allocating resources, and developing



## Monitoring

During this stage, project progress is continuously monitored, deviations from the plan are addressed.