

Staff Value Program Success Stories

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Case Study 1

- Accounting Firm, Hobart, 15 staff
- Introduced SVP
- Owner advised that the increase in Staff Focus and Staff Engagement that resulted in him recouping his SVP Fees in four weeks
- Client Quote/Testimonial:

"Within days Bstar were able to gather their information and roll out the Staff Value program to our entire business.

The 5 Step process was easy and has delivered the results that were promised.

The program paid for itself within the first month of implementing it. Now we're able to attract more qualified and motivated staff that want to be in the business. After implementing the Program and seeing the results, we've been able to pay our first lot of bonuses.

We can't speak highly enough of the Program and would recommend it to any business struggling to attract, retain and motivate staff."

Case Study 2

- Industrial Firm, Regional Qld, 8 staff
- Introduced SVP to their truck drivers
- The change in the drivers' behaviours was so dramatic that the owner paid discretionary bonuses, in addition to those earned from the SVP, because he was so impressed with the turnaround in business performance

Case Study 3

- Professional Services Firm, Sydney, 25 staff
- Introduced SVP to their business
- A month later, a recruitment agency sent 4 applicants to the business and to three competitors
- Every applicant chose our client as the preferred Employer
- Every applicant nominated the SVP as the 'point of difference' – our client could demonstrate a specific, structured, ongoing Program that was designed to make the business a better place to work.
- The business subscribed to the SVP and began providing these services to their clients
- The business also began promoting the SVP to non clients and attracted new 'core business' clients as a consequence

Disclaimer

This information is of a general nature and should not be viewed as representing financial advice. Users of this information are encouraged to seek further advice if they are unclear as to the meaning of anything contained in this article. We accept no responsibility for any loss suffered as a result of any party using or relying on this article.

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Case Study 4

- Transport Company, New Zealand, 15 staff
- Introduced a SVP similar to that in Case Study 2
- Was so impressed with the results that they spent a further \$65,000 rolling it out to other Group Companies

Case Study 5

- Professional Services Firm, New Zealand, 25 staff
- Client Staff Quotes:

"We really enjoyed hosting you in and I am very pleased with what we have been able to achieve as a result of your assistance. It was also great to be able to work with you in undertaking our client's SVP. I know senior management have also benefited greatly from the knowledge they gained during the sessions they spent with you."

"Definitely something to strive towards - great lead for us to take in this new and exciting branch of business services! I think this program will be nothing but positive - well done Executive Team!"

"I think the staff value program is awesome and certainly very motivating"

"I am more than appreciative of such a well balanced and generous staff value programme. My thanks to all involved."

"I've been thinking about it quite a bit over the last couple of days and I think it's an excellent program that has been put together. There's something quite special about the way everybody's reward scheme works in together to bring to drive the bottom line of the business. Well done"

"I think the SVP will work really well and there is a really positive feeling around the office about it. It will be good to see it in action. The individual target (more long term) seemed a little scary but achievable by working as a team and making sure clients are passed down 'from above' and I can pass some on to my staff. I appreciate how generous the Boss is being to offer this and for all the hard work you guys have put into this."

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"First thought was WOW - how amazingly generous. Where else would you get an opportunity like this. Also added to this is the fact that it feels achievable i.e. the first target is realistic. This therefore creates motivation. Just amazed at times how much you do for your staff and how you continue to just add more! I think it will be very important that we get the individual measurements right. I also think that this system will also foster even more open relationships between team members and their managers, and in fact the whole organisation. What I like about it is that it is a win win situation all round. If the business is doing well, because we are servicing our clients well, then the staff are rewarded. Happy clients, happy business owner and happy staff. Certainly provides an added incentive and manages to combine individual and team performance. As I said WOW!! Thanks for this amazing opportunity."

"I was impressed by the presentation and the software itself. Thought it was a generous and motivating package."

"Yep it sounds good. Very motivating!"

"Exciting, innovative, forward thinking."

"SVP process great - the questionnaire was straight forward and quick to answer and the follow up was very informative. Very worthwhile process."

"Really awesome. I feel extremely lucky to be part of a business that is prepared to back its people to this extent - the Boss is extremely generous. Even my hard-to-please husband was impressed! I wish we had room for all my friends that are tied up with traditional firms with greedy old partners that hoard all the profit for themselves. Word in the smoko room is that we are all extremely fortunate to be here! Everyone is very motivated to reduce turnaround times, consider potential new clients and make that revenue target which is great. Thanks to the manager for their part in this"

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