



## What is a BPA?

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BPA stands for Business Diagnostic & Plan of Actions, and is an exclusive and private business planning tool from Small Business Growth Partners, developed through focusing on the issues of builders, remodelers, HBA Associate members and how to solve them.

Your BPA will include a detailed and comprehensive analysis of your business, including an internal website and online review of your company. SBGP also analyzes your marketing, sales and sales process, your team communication structure, hiring process & talent acquisition strategies, your financials and financial tracking processes and strategic planning.

Through a six step process, we identify what is working, note what is not, ask a litany of questions, disseminate and fully document everything that is discovered. Finally, we conduct DISC Profile and Motivational Assessments with you and up to 10 members of your management team (including a team “scatter chart”) and blend the results into your BPA. These assessments are also compliments of SBGP and the Ohio Home Builders Association, to truly personalize your Plan.

The deliverable is an extremely accurate and personalized 40+ page, step-by-step 3 month, 12 month & 3 year Plan for you and your business.