



MINDSHOP

Growth & Profit Journey



Peter Boehm
Managing Director
Pathfinder Consulting Pty Ltd

Melbourne, Australia

Specialist Consultant

Key changes since joining Mindshop?

- High conversion rate with new client opportunities
- Full pipeline of new work within 6 months of start-up
- Greater ability to take on complex new work rapidly

Why did you choose to join Mindshop?

After twenty years of international senior management experience I was looking for a change in career direction and to bring more balance between family life and work. In other words, I wanted to start again and effectively re-invent myself in ways that would not have been possible if I had maintained the status quo.

Fortunately I knew a couple of the existing Mindshop facilitators quite well and after a number of discussions with them and Mindshop founder, Chris Mason, I quickly realized this was the sort of organization that shared my values (continuous improvement, community contribution, value to others, best practice and to have fun) and therefore one that I wanted to be associated with.

Equally fortunately Mindshop felt the same way about my joining despite the fact that I was effectively in start up mode (with no existing client base) and therefore not the usual type of new facilitator Mindshop seeks.

How has Mindshop affected your business' growth?

From a standing start I am well on the road to achieving my professional and personal objectives and I know much of this is attributable to my joining Mindshop. If the first six months is anything to go by, I can't wait for the next six and beyond!

What are the elements of the Mindshop offering that have most influenced your Growth and Profit journey?

The answer is threefold.

1. Mindshop provides me with a support system comprising access to a network of experienced facilitators, able and *willing* to assist me develop my business and find solutions to almost any challenge a client may bring to the table.
2. Access to Mindshop's suite of problem solving and strategy development tools and processes made available to facilitators via training sessions, coaching and mentoring and on the website 24/7 has proved invaluable. Not only are they simple to use and share with clients but have the added bonus of providing me with continuous personal development.
3. Most importantly, the values Mindshop espouses are delivered and evidenced through the actions of its members, be they the management team or fellow facilitators.

What advice would you give to new members?

Mindshop is really about backing people and helping them achieve their personal and commercial objectives.