



J. Weiland, Slice Co. Advises Slow-Growing or On-the-Cusp Companies to Maximize Business Growth with Quick Three-Step Analysis

J. Weiland, Slice & Co. advises slow-growing or on-the-cusp companies to maximize business growth with a quick three-step analysis. The analysis focuses on the company's financials; a comparison with other companies in the company's geographic area, including the performance of nearby competitors; gap analysis of internal "pain points"; and identifying two or three items that need to be changed.

Charlotte, North Carolina ([PRWEB](#)) January 30, 2012 -- [J. Weiland, Slice & Co.](#) advises slow-growing or on-the-cusp companies to maximize their business growth by using a quick three-step analysis. The first step focuses on the company's financials, highlighting a comparison with the performance of other companies in the same geographic area, especially nearby competitors. The next step demands a gap analysis of internal "pain points" or growth inhibitors. The third step involves the identification of two or three items that need to be changed.

In the three-step analysis, a company must focus on its financials with a shift away from only looking at its internal targets. Most important, the company should compare its performance with other companies in the nearby region, especially any competitors, according to Jim Weiland, co-founder of J. Weiland, Slice & Co., which specializes in [business transformation services](#).

"Companies will be surprised at the insights gained from this exercise, especially when they see where their respective company may be out of step with those in the same geographic area," said Jim Weiland, a global consulting expert.

Equally important, the company must become keenly aware of those companies who are performing the best, with particular attention paid to one's competitors, he advised.

In the second step, the company uses the insights gained in step one to focus on areas that are weaker in comparison to other companies' best practices. This gap analysis will help identify a company's "pain points" or growth inhibitors. Often, these inhibitors are not what companies expect to find, reported Jim Weiland.

Rather, the [growth inhibitors](#) are more closely related to basic practices, such as payment terms, complexity of contracting practices, lack of business analytics or being stuck in an old business mode in the face of shifting marketing practices.

The third step focuses on two or three business practices that have been identified as growth inhibitors and turns them into items that need to be changed. The goal is to identify, select and commit to a manageable goal of two or three growth inhibitors.

The key is to focus on two or three, so as not to become overwhelmed.

According to Jim Weiland, companies often get locked into old business practices, thereby becoming their own worst enemy. Further, at some point, companies may need outside assistance to be objective. In any event, companies willing to scrutinize their business practices will be [best positioned to transform, driving change](#) to



become top performing companies.

In an economy struggling upward with only a modest growth expected in 2012, this quick three-step analysis is valuable for any company, slow-growing or on-the-cusp, if that company is bent on maximizing its business growth.

About J. Weiland, Slice & Co., LLC:

J. Weiland, Slice & Co., LLC, specializes in best practices in business transformation, targeting small to mid-market companies driven by volatile market forces to seek optimal business operations. Co-founder Jim Weiland and his team of experts are ex-IBM project executives with a diversity of worldwide management and consulting experience. As consultants, they help companies in need of Fortune 500 expertise but without the financial resources of a large corporation. The company is based in Charlotte, North Carolina. Website is <http://www.jweilandslice.com>.

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