
The Infinite Management Co

CONSULTANCY

Prices 2021/2022



OUR SERVICES

- Assess your unique business proposition and look for more creative means to incorporate this uniqueness within your marketing strategy, website, brochure and other material
 - Find ways to generate more leads, increase the number of show-rounds and subsequently achieve high sales by converting more enquiries into customers
 - Analyse your pricing structure, to identify opportunities to increase income & net profit. Providing you with a pricing matrix.
 - Analyse costs and help boost your sales performance
 - Save time by using our various scripts to clients, including welcome letters, terms & conditions, damage deposit etc.
 - Bar operation & management: Help with design and layout to ensure the best bar service.
 - Help create drink solutions at all sizes of venues and train staff
 - Design; menus, newsletters, business cards, brochures, gift vouchers etc.
 - All processes needed to run events and weddings
 - Staffing, recruitment, training and organisational structure
 - Menus & wine lists – design and creation, development and implementation and training.
 - Kitchen design; planning or re-fit, maintenance and compliance.
 - Marketing advice, set up and plans
 - And so much more...
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PACKAGES

Although we do have fixed consultancy packages available, we would advise that you get in touch to discuss a tailored plan. Every business is unique and will require different techniques.

2 HOUR CONSULT

- 2 hour meeting to discuss requirements and create ideas to increase profit.
- Business goals and strategy
- Find ways to generate more leads and more bookings
- Analyse your pricing structure to identify opportunities
- Analyse costs and help boost sales performance

We will then put together a plan that you keep, with recommendations and concepts as well as strategies to help you achieve your goals and grow your business.

FROM £195





FULL DAY CONSULTANCY

- Dissect your business goals and plans
- Develop a strategic plan.
- Find ways to generate more leads and more bookings
- Define your vision
- Competition research
- Maximise profitability
- Analyse your pricing structure to identify opportunities
- Analyse costs and help boost sales performance
- Discuss the challenges you face and help empty dates fill up.
- Leave you with plans to move forward
- Send you full report with advice, suggestions and plans.

FROM £585

ONGOING SUPPORT

As small business owners ourselves, we know it can be really difficult to keep on top of your targets and goals. There's no one above you to keep you motivated and on target.. By enlisting the help of a consultant, you're giving yourself structure and more potential to grow.

One 30 minute meeting per month plus contact via email, messages & whatsapp throughout the month.

£95 PM

Two 30 minute meetings per month plus contact via email, messages & whatsapp throughout the month.

£125 PM

Two 1 hour meetings per month plus contact via email, messages & whatsapp throughout the month.

£155 PM





CONSULTANCY

- Designed & personalised around you and your business based on a site visit and report
- Working with you, we establish all areas of business development and then using our wealth of knowledge and connections, we assist you in shaping strategies and building long lasting professional relationships
- We analyse the pricing structure to identify opportunities to increase income or set the fees up. Providing you with a pricing matrix and quote templates.
- Find ways to generate more leads, increase the number of viewings and subsequently achieve high sales by converting into bookings
- Boost your sales performance
- Save time by using our various scripts to clients, including welcome letters, what happens next etc, making sure to show transparency to clients
- Bar operation & management; Optimizing the sales
- We also look into all of your documentations IE: emails and template letters, table plans, procedures, health & safety, cashflow forecast, marketing and business plans, exit plans and more.

FROM £2995

FREELANCE EVENT/BUSINESS DEVELOPMENT MANAGER

Having managed a venue for over nine years before moving into consultancy, we understand the struggles that many businesses are currently going through. We've created our 'freelance management services' to assist you in reaching your full potential. We want to help you dissect and improve your business in all areas, as well as supporting you with ongoing management of your fantastic business. Here's how we can help with our freelance services:

- Look into your current booking system, booking forms and spreadsheets you use to organise all your bookings
 - Create and/or update the templates or emails that you currently to send to your clients
 - Review all of your pricing for each item currently being offered
 - Look through both fixed and variable costs to increase net profit
 - Speak to past clients for reviews and to see if there is anything that can be improved
 - Setting up a referral scheme for all past clients to incentivise them to recommend you for all their & their friends events
 - Contact clients after booking form and deposit received to confirm everything (this avoids communication mistakes)
 - Identify weaknesses and make improvements where we can
 - Identify new business opportunities
 - Organise and host wedding fairs and open days, increasing the leads by pushing the advertising spend for this.
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- Answering all emails and enquiries through social media, plus phone calls from potential clients
 - Book and carry out viewings at the venue
 - Take deposits and payments for weddings & events
 - Arrange all aspects of the wedding/event for the client including liaising with suppliers
 - Create checklists & inspecting it to make sure everything is ready for each event
 - Keeping in regular contact with clients who have booked to make sure they understand what is included and what is not. Client communication is so important
 - Create opportunity to up-sell/cross-sell other products/services
 - Creating briefs for on the day running of all weddings/events booked
 - Make sure clients have signed T's & C's
 - Meetings with clients who have booked to discuss décor, timeline, arrival times, floor plans etc
 - On the day management for the wedding

PRICE UPON REQUEST

BUSINESS LAUNCH ASSISTANCE

Are you building a new wedding/event industry business, or looking to take your company to the next level? Either way, we can show you what steps you need to take to design a great business model to get started.

Our wealth of knowledge in crafting a successful wedding business will help you gain a competitive advantage over other businesses. Why would you not want to save time and money, avoiding the mistakes and pitfalls of other business owners?

We can help you:

- Set up your website and social media pages
 - Create a unique brand
 - Create a bespoke marketing plan
 - How to get reviews
 - Writing up new position descriptions?
 - Supply a host of start up documentation such as terms and conditions
 - Advise on product and pricing strategies
 - Design tariff for the product/service
 - Advise on legal and financial structures including help gaining the appropriate licensing
 - Identify opportunities for process improvement and implementation
 - Create training materials
 - Assist in cultivating strong professional relationships
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