

Case Study

Chaufferplan Limited

The Company

Chauffeurplan Ltd is a private company offering insurance against the loss of a driving licence. The company employ 6 staff and enjoy annual sales in excess of £2million. Legislative changes changed the market legality forcing the business to reinvent itself overnight or face closure. Having recovered from this, a personal disaster struck.

The Problem

- Following the death of their father, Jane and Dominic, a brother and sister management team, are required to take over the family investment portfolio
- The company is in decline

Team Action Management's Objectives

- To produce and to build a successful management team
- To quickly develop each of the investment operations for profit
- To create the business plan to rapidly expand the property development portfolios

The Results

- The business was relocated
- The Directors and management team were re-energised and re-positioned
- A new financial services company was created
- Three multi-million property development projects were profitably undertaken

Chaufferplan Limited's comment on the results of using Team Action Management

"You helped us breathe new life into our twenty-year old company. Since your arrival we have been able to weed out the dead wood and we now have a really professional, enthusiastic team. The enthusiasm is, I am sure, as a result of everybody's involvement in the future of the company.

We are still using the TAM base plan as our starting point each year and follow your methodology. We all meet monthly to report our individual progress and to review the sales and claims results for the preceding month.

We really would have had a great struggle in bringing in change without your unique assistance."

Jane Gwillin-David and Dominic David – Owners

Dominic and Jane were voted joint semi-finalists in 2001 of Ernst and Young Entrepreneur of the year Award in recognition of the growth the company had achieved.

TAM^{UK}

TAM is an advanced Change and Leadership Advisory business, focusing on mid-sized companies and larger Public Sector organisations.

We have a strong track record built over 40 years, underpinned by our focus on developing long term relationships with clients, a reputation for integrity, and offering an independent programme that is knowledge transferred to your Senior Management team upon the Instructions of your Board or CEO.

These core principles help us to sustain effective business relationships with our clients and are consistent with our aim - to be the Change Advisors of choice in our specialist sectors.

Our focus is on providing a clear development path for our clients to enable them to outperform in their markets. Our Specialist Advisors are experts in their chosen sectors and work closely with our Clients to help them deliver their strategic goals.

The Benefits

Guaranteed facilitated change

Strategically align and optimise your organisation

Create a cultural platform for efficient and effective change

- Develop effective leadership
- Cut costs before jobs
- Improve productivity
- Maximise employee inclusion
- To deliver the change to a financial outcome

Leading **Organisational** Change

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