

# Business Partners

## GROW TOGETHER; GROW YOUR BUSINESS

At DJHP we approach professional developments through organic integration of career, life, and business development coaching. We magnify professional purpose and align it with personal values to instill the self-confidence necessary to grow where you need to grow and go where you need to go.

### IMPACT + INSPIRE

**Who We Support:** We support CEOs and entrepreneurs growing their business and considering or developing a partnership. Our goal is to find intent and purpose, break down vision into development strategies, and provide insights into decisions involving the choice of partners and direction of business growth.

**Our Vision:** We believe mature, fully self-expressive people, surrounded by relationships and resources that support prosperity and fulfillment on all levels, can make the greatest and most generous contributions to the world. Business Partnerships bring two (or more) brains and more capabilities to the mix. This can be better than one when it's working well.

**What We Do:** A business partnership has a lasting impact on how and where a business will grow. It takes clarity and communication. All parties understanding their responsibilities, fulfilling the expectations of the mutually agreed upon objectives for growing the business. Clarifying values, sharing visions, identifying your "Why," then planning strategically and implementing together as you achieve your goals is a necessary and continuous process to be successful.

### INTENT + INSIGHT

**How We Do It:** Business partnerships require attention—at each stage—to ensure the success and outcomes. Deciding if you should partner, with whom, when and how are critical junctures. Then coming together, implementing and sometimes pausing to re-evaluate and re-vision together makes successful outcomes become possible.

As the business grows and evolves, so should your partnership. Responsibilities may change, work-styles may start to differ, and communication between you or with a growing company of employees may sometimes be a challenge. Having right processes in place to weather these changes help to grow in a mutual direction. When a partnership has sound processes and feels fulfilling, you could very well be in business together for years. Anticipating and developing strategies in light of offers for merger or acquisition become important. The same can be said for growth and transitions in staff and leadership. Integrating next generations and moving to next stages goes more smoothly with established exit strategies or succession plans.

### CLARITY + CONFIDENCE

**Why We Do It:** Purpose is the natural drive of life, and everyone has a duty to creatively live his or her core purpose and vision for the future. That's the long and short of it.

#### Our Expertise in Partnering

With over 30 years of experience supporting leaders we've seen there are many reasons why an outside perspective can be beneficial to sorting out a partnership. Whatever the concern, we can assist in bringing about a resolution and keep it resolved. Our ultimate goal is to get you struggling less and enjoying it more.

#### Our Capabilities in Creating Strong Partnerships

Our team of strategic resources is here to help with all phases of a partnership:

##### BRINGING IT TOGETHER

Values identification  
Strengths assessment  
Vision unification  
Compatibility  
Partnership options  
Partner selection  
Legalities, insurance, etc

##### GROWING TOWARD SUCCESS

Strategic planning  
Responsibility allocation  
Developmental strategies  
Communication issues  
Work-style differences  
Conflict management  
Generational uniqueness  
Course correction

##### MOVING ON

Mergers  
Acquisitions  
Succession planning  
Exit strategies  
Leadership transitions



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