Approach Profit Managers



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ABOUT US?We are business professionals with in-depth knowledge of cost and profit management, best strategies, business operations and compliance. Whether you are a property custodian or an investor with multiple industry interests, that needs to stabilize your current business or a small business that wants to develop a growth strategy for the future, we can provide you with complete and profitable solutions. Our services grant you access to years of sound industry and operational knowledge, to ensure you are prepared for change with measurable results.SERVICES“There are hundreds of business coaches and -management consultants, property practitioners and accounting firms, but there is not one independent COMPLETE consulting firm like ours in the Western Cape!”Property ServicesWe love to solve problems!We can help you identify specifically why things are beginning to fall through the cracks and how to viably manage your tenants and optimise your property performance.Landlords, expose opportunities to increase revenue:We love to solve problems!We can help you identify specifically why things are beginning to fall through the cracks and how to viably manage your tenants and optimise your property performance.Limit your risk by allowing us to assist you with monitoring the physical state of your property and prepare and compile budgets

including repairs and maintenance, tax recoveries, new tenant installations and property expenses, thus improving the net income through proper cost management advice.We analyse and generate specific tactics to improve performance such as viable building strategies, redevelopments, sales, leasing plan approvals etc. and we can attend to the drafting of service level agreements with your service providers, security, sub-contractors, etc.Let us complete an Overall Feedback on your Property Management administration: A new set of eyes can find things that you are missing. Even if your day-to-day operations aren't impacted by some of the items identified. Keep an open mind to suggestions that are made, as things that you've always deemed unimportant might make a significant difference.Finally, engage our project management service to assist with Leasing or Marketing: This can be extremely valuable when looking for ways to improve your leasing process.hiring an expert in this area can expose opportunities to increase revenue!WELL DELIVEREDProperty Buyer's RepresentativeMajority of buyers go to a broker or real estate agent for advice; however, they are engaged by the Seller and may not always act in the buyer's best interests. Approach Property. Management. Consulting represents you, the buyer, in devising and implementing an appropriate strategy and tactics to successfully acquire a particular or suitable property.Our established national network of alliances will keep you well ahead of the rest. What do you gain?Time… by having a professional search the market for you. Eliminate the stress and frustration of being shown inappropriate and unsuitable properties by selling agents that don't listen to buyer's needs. Having a professional negotiator to obtain the lowest possible price (the Seller has an agent on their side!). Gain access to the entire market including off-market listings (not all properties are advertised). Completing a due diligence in a real estate transaction should be a vital part of the property buying experience.It gives the buyer an opportunity to have the property properly inspected and to even have the neighbourhood investigated for possible downfalls, thus removing the costly element of surprise; Approach PMC is equipped to attend to residential and commercial due diligence reports.in short, receive independent advice to provide you with peace of mind, sourcing the right property with the best prospects for capital growth, whilst being professionally

represented.WELL DELIVEREDProperty InspectionsBe informed, before committing!To quote Wikipedia…”A home inspection is a limited, non-invasive examination of the condition of a home, often in connection with the sale of that home. … A home inspector is sometimes confused with a real estate appraiser. A home inspector determines the condition of a structure, whereas an appraiser determines the value of a property.”Our property inspection surveys have been developed with SANS 10400 (The South African Bureau of Standards) as reference. SANS 10400 is deemed to satisfy minimum national standards for building in South Africa.APPROACH PROPERTY INSPECTION’s survey and twenty-point report includes:Zoning and land use regulations; Structural specifications; Water supply and drainage; Electric hot water geysers; Solar water heaters; Glazing; Swimming pool safety; Handrails and balustrades; Waterproofing of buildings; Insect and pest infestation. We also attend to Snag lists on new buildings.Remember, a home inspection is not a deal MAKER or BREAKER, but it does allow time and opportunity for consideration and / or renegotiation.Agents and Sellers, you need a new APPROACH to the challenging and time-consuming process of obtaining certificates from the municipality, as well as the physical inspection report for the property you are selling!Under the Spatial Planning and Land Use Management Act (SPLUMA), all municipalities will have to be compliant. That entails that you, the Seller, must ensure that: Building plans for all buildings (including the swimming pool etc.) are in order, i.e. submitted and stamped as approved. Should the plans not be compliant, the seller will need to appoint an architect or draughtsman to prepare the plans for lodgement with the municipality. The use of the property is in accordance with municipal zoning and there are no encroachments over the building lines or property boundaries.contact us to do the run-around and save you time (and money)!Business ManagementBringing in a “profit management consultant’ is something to consider whether you have been having issues or not. You may find that it inspires you to approach your business operations in new ways, or that it stimulates your staff to go the extra mile!Our Advanced SkillsStructuring and Setting up of business units – the BUSINESS PLAN – anyone can download a business plan, but we are qualified to draft and implement it with you – step-by-

step, all the way!
Independent business and/or development viability studies/reviews and reports. Including opportunity cost calculations and -control; we just love a spreadsheet.Marketing strategies for your business and/or property development.Project management for new ventures and/or property development.Rescue operations. We can't "wake the dead", but we can do our best to treat the "wounded business". (The first appointment is free)Analyzing and structuring of funding for business acquisitions or property transactions – we have access to people who really knows funding!Business partners, property, or management tangled in disputes and issues? – we can step in, mediate and give an independent opinion.Corporate governance and compliance with legislationAccess to bridging financing and venture capitalVirtual management services; the process of engaging remotely in business consultingWELL DELIVEREDSave Your Business Into ProfitIncreasing profits by proper cost management.

Face it, even when you are great at what you do, there is always room for improvement.

In other words: bringing in a "profit management consultant' is something to consider whether you have been having issues or not. You may find that it inspires you to approach your business operations in new ways, or that it stimulates your staff to go the extra mile!

How does it work?
We conduct an initial expenses audit, confidentially gather as much as possible raw data required to conduct the project. This takes a day or two. It is not necessary for our clients to assign staff to this as we provide all the resources required; you just need to share the information with us.

Analysis and Savings Identification: This is the body of the project whereby we identify and quantify your cost of business savings.

Then follows the final Report: This contains all the information in relation to the now identified savings in your business. It includes where the savings come from, how to achieve them, calculation of the savings etc.

We do not just give you a Report and run... we will also ensure that the

recommendations for savings are actually implemented on the ground, because after all, there’s a catch: If we can’t show business cost savings, we don’t get paid!

If you wish, APPROACH PMC can monitor the implementation and the general cost savings for an agreed extended period, in order to guarantee that you continue to get the savings as outlined in the Final Report.here’s a challenge: save your business into a profitable position!Consulting ServicesHiring us for a project or on a temporary basis can fill the void, between having expanded knowledge on your pay-roll and appointing someone full-time that does. You don’t make our consultant a full-time employee, so breaking off the relationship is relatively easy and cost-effective.Why do you need to consult someone?

Rent our brains. Our helpfulness is both genuine and committed to you, our client.

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Our team members are all professionally trained with a background in small business who can assist and guide you, the aspiring or small business owner, in developing, starting and growing your small business.

Our dedicated consultant works with you on stabilizing and developing your Strategic Planning, Marketing and Promotional Planning, Financial Management and Planning, as well as general Administration systems.

We have senior advisers available to:

- Help you look at the big picture for your business and life.
- Help you identify business opportunities.
- Assist you in balancing your personal with your business life, listen to the problems you are facing, help you set goals, encourages and motivates you and in so doing, building your entrepreneurial confidence.

Through our various associates we offer you affordable access to professionals and organizations that can assist you in:

- Solving staffing issues, human resource legalities and training,
- providing candid feedback to you about your strengths and weaknesses,

- Guide you in enhancing your business skills and intellectual development.“we see the potential in others; in fact, potential is all we see. no individual or business is fully formed, on the contrary, each individual and business is a work in progress, alive with possibilities…”

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