

## Fractional Executive Leadership Excellence

“Research reports that the pathway to America’s economic sustainability is built on the growth of minority business communities. We must continue to ensure that minority-owned business and the entrepreneurs behind them have the tools, resources, and support they need to not just take part in but drive the economic success of this country.”

Jose’ Wilkins is the Founder of Profit- Ability LLC, developer of **QMAX\$<sup>R</sup>** methodology, and the Director of Entrepreneurship for National Black MBA. He successfully led the 2023 National Black MBA - "Next Level Accelerator" (NLA) Program supported by Black STEM Alliance. This program resulted from a grant by the City of Charlotte that provided training and development for fifty-eight small minority businesses in Charlotte Metro.

- Are you exhausted and wearing too many hats in your business venture?
- Are you a Construction, Main Street, or HVAC underserved minority business owner that needs back-office business support?
- Is that ongoing support costly?
- Have you considered part-time Fractional Executive Leadership?

Business Operations, Finance, enhanced IT Systems, and advanced Marketing/Sales are required for effective growth planning. Our Fractional Executive Leadership model can help you to optimize your business. You can remove a few of those hats to grow at a fraction of the costs vs. equivalent full-time leadership and support.

**What is Fractional Executive Leadership?** Fractional executives are leaders who become a part-time addition to the C-suite or executive leadership of a company and. They are often big firm trained, high-level freelancers that work only a percentage of full-time, but can bring the same credibility and skills to an organization as a comparable full-time hire.

**Why hire a Fractional Executive Team?** A Fractional Executive offers their expertise to a business as part-time leaders, often brought in to help fill leadership gaps or leverage external experience in any phase of the company's growth.

**What is the difference between a Fractional Executive and a Consultant?** Fractional leaders are a great hybrid of consulting and freelancing because they provide advice and counsel (strategy to address the challenge or problem) while helping execute the strategy. Consultants offer specific areas of expertise, and they do not execute or implement their strategies.

**Is a fractional CFO worth it?** Having a fractional CFO on your team can be incredibly helpful when making financial decisions. The amount of financial data companies requires, and tracking can be overwhelming. Instead of getting lost in the numbers, you can focus on making data-backed decisions based on what your fractional CFO provides.

Our trademarked approach, **QMAX\$**, deploys our fractional leadership model to uncover the opportunity to build, support, and execute a continuous strategic growth strategy. It was born from manufacturing continuous and sustainable initiatives like lean and six sigma. It has been utilized to help improve energy sustainability, business operations, and workforce effectiveness. The component phases are:

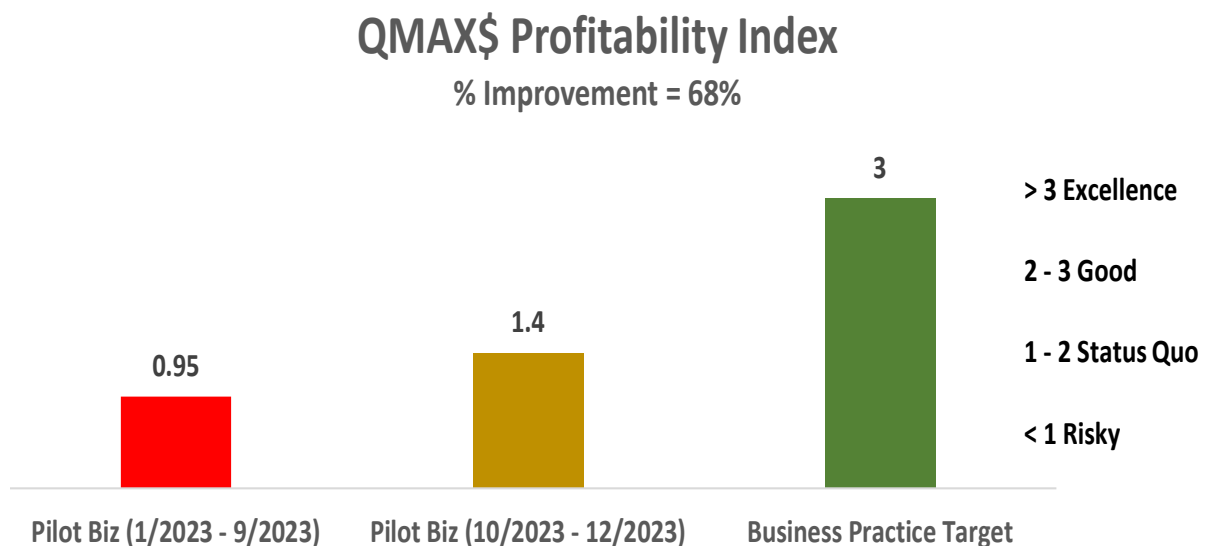
**Quantify** – Firstly, we help the business owner to develop to actualize their true 5-year vision. We agree and sign that vision document together for mutual accountability. From this business document, we help to develop their business plan that is aligned with the vision.

**Measure** – Secondly, we then start looking at all the caps that the owner is wearing and then start developing ways to measure performance. The goal is to only keep the critical few cp that are going to accelerate growth and only keep those KPIs like Profitability, Cashflow, Customer Satisfaction, Safety, Employee Retention are just to name a few.

**Analyze** – Thirdly, we analyze the business systems and behaviors that are negatively impacting those KPIs and discard those that are identified as wasteful practices.

**Improve** – Fourthly, we then implement best-in-class improvements that are going to advance measurable business growth performance to achieve long term sustainability.

**\$ustain** – Lastly, we establish a dashboard and intervention system to maximize overall performance.



[Grow Your Business with Fractional Leadership](#)