How This Practice Works

About Me & My Work · https://jeffreysummers.com/docs/how-this-practice-works/

One consultant, no associates, no junior team running a template against your operation. When you engage me, I am the one doing the read.

What You Are Actually Buying

The read of your specific operation. Not the framework — the framework is free and always will be. What costs money is my attention applied to the operation you actually run, which is the one thing I cannot publish.

The fee is priced against the value of the change effort you require. Not against a deliverable count, and not against time. Every published engagement and its price sits in the open at The Operator's WorkShop, where you can see the numbers before you ever speak to me.

How It Starts

A conversation, thirty minutes, no pitch. I ask what is actually happening in your operation. You ask what working together looks like. If it is a fit we scope the work. If it is not, I say so and route you to who can help. Book it at Let's Talk.

Come with your Assessment results if you have them. It gives us both the same picture to argue over from the first minute.

How The Work Runs

I read the operation before I recommend anything, and the read includes things you did not ask me to look at, because the constraint is rarely where the operator thinks it is. Then the work is yours to run and mine to hold you to. I do not install changes and leave. I do not run your operation for you.

The cast is part of the work when the work requires it, and so are your leads, your partner and your owner. An engagement that only ever talks to the operator changes nothing the week after I leave.

What I Bring In

When an engagement needs branding, financial modeling or technical implementation, I bring that expertise in through the network rather than pretending it is mine. That is what Concierge Offerings covers.

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