

## Choosing the Right Consultant Partner

### *A Quick Owner's Checklist*

#### **Business Understanding**

- Do they understand businesses like mine?
- Do they ask good questions before offering solutions?
- Do they respect our culture and people?

#### **Focus on Results**

- Can they clearly define success?
- Do they tie their work to measurable outcomes?
- Are recommendations practical and actionable?

#### **Team & Leadership Alignment**

- Will they work with my team, not around them?
- Do they help create clarity and accountability?
- Do they leave my team stronger, not dependent?

#### **Structure & Execution**

- Do they bring a clear, disciplined approach?
- Can they manage scope, timelines, and priorities?
- Do they simplify complexity?

#### **Data & Decision Support**

- Do they rely on facts, not assumptions?
- Can they turn data into clear insight?
- Do they help leadership make confident decisions?

#### **Integration & Perspective**

- Do they connect people, process, and technology?
- Do they bridge strategy with execution?
- Do they consider the full business impact?

#### **Trust & Partnership**

- Will they challenge me when needed?
- Are they transparent and direct?
- Do they feel like a true partner in the business?

**Gut Check:** If several answers are “no” or “not sure,” it may be time for a different kind of consulting partner or a second opinion.

