



When economic times turn tough, cost cutting and lean business practices often seem the only way to survive. But there are opportunities to grow if you know where to look.

That's why you need to speak to New Perspectives Consulting. We won't just help your company survive. We'll help it thrive.

“I'm working so hard I don't have time to think.”

“I've tried everything and I can't grow my business.”

“Can NPC show me a new approach? I'm ready to listen.”

NPC will take a fresh look at your goals, your current capabilities and, most importantly, your potential. Then, we will craft a whole new approach to growth—and help you implement it.

New Perspectives Consulting knows business. With over 25 years of experience, its staff has advised some of the world's leading corporations. NPC is the perfect partner to assist you not only through rough times, but to help you grow regardless of the economic climate.



HERE'S HOW WE WORK:

First, we assess your business using our proprietary Strategic Financial Assessment program. We determine where you are, define where you want to go and identify the best paths to get there. We will consider a wide range of growth alternatives including strategic partnerships, process changes, new products, acquisitions – and other solutions to get your firm moving forward.

Our program is not for everyone. Our typical client is a small- to mid-sized company that needs assistance akin to that given by a strong COO/CFO.

If we don't think we can help, we will promptly tell you so, with no obligation whatsoever. But if you're like the majority of our clients, you'll be excited about our plan of action that will position you to ride through the rough times, and soar when the economy turns around.

HERE ARE SOME EXAMPLES OF WHAT WE'VE ACCOMPLISHED WITH OUR CLIENTS:

■ *Ventura Coastal*, an orange juice manufacturer, was presented with a unique opportunity to purchase freeze damaged fruit. Potential profits were extraordinary. NPC succeeded in tripling Ventura's credit line literally overnight, and helped it obtain below-market capital equipment funding. The result: Ventura Coastal had its best year in history, doubling revenues and increasing net income six-fold.

■ *VolumeBuy*, an Internet platform startup, asked NPC to review its business plan. The platform was an ideal foundation for an on-line foodservice distribution site. NPC brought together a management team, helped locate angel funding, and enabled the company to generate revenues within eight months.

■ *ProBar Inc.* a bar code system integrator, watched profits drop as its equipment became increasingly commoditized. NPC recognized that ProBar had the unique ability to link accounting and ERP software to a variety of bar code systems. NPC introduced ProBar to one such software producer. As a result, ProBar immediately gained a nationwide sales force plus new markets. Sales and margins both quickly grew.

David Walker is ideally positioned to help uncover the key strategies necessary for his clients to grow and prosper. His executive credentials include over 25 years of management experience with companies including Procter & Gamble, DataProducts, Unisys and Infonet. In addition, he earned a degree in engineering from UCLA and an MBA from the University of Chicago.

To progress from a going concern to a growing concern, you simply need to speak to New Perspectives Consulting.



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"David Walker is what I'd call a 'business catalyst.' He comes in, listens, asks questions and learns the situation. Then in an open give-and-take discussion, he makes recommendations that help transform our ideas into something better."

Robert Hobmann, President, ProBar Inc.

"Mr Walker does more than consult on business plans. He focuses a company's business model, gets the principals to define critical missing details, challenges their assumptions like an investor, then extends their thinking to areas they have not considered. He really adds value to our clients."

Randy Catanese, Partner, Catanese & Wells LLP

"After hearing David's recommendations and gaining from his experienced insight, we just drafted him onto our Advisory Committee and never let him go."

Stan Burns, CEO, Synergy Ventures, Inc.

"David Walker is one of the finest business planners I have ever worked with. He provides a calm hand to fast growing firms, and successfully focuses a management team on key issues."

Gary Freedman, Partner, Ervin, Cohen & Jessup LLP