



Case Study – Critical Friend

Chartered surveyors develop more ‘shape and direction’ after business mentoring

Potter Learoyd Commercial contacted Incrementa as they required specific support to help grow and expand the practice.

- **Problem**

The company already had a wide-range of clients from start-ups right through to international conglomerates, but just needed a little help to move the business forward whilst keeping a good work life balance.

- **Support provided by Incrementa**

Experienced Incrementa consultants came on board to work alongside the team so they could effectively identify, design and implement the changes the Potter Learoyd Commercial firm needed. Incrementa pinpointed the changes required for the company to work smarter not harder with developing the business.

- **Outcome**

- Stream lining of the company’s workload to make them more efficient
- Increased motivation within the company
- Time made available for new customer development
- Co-founders were able to have a strong work life balance

- **Testimonial**

“Since we began working with Incrementa we have become a more motivated company with shape and direction. Our drive, motivation and work flow have all increased enabling us to dedicate more time to existing and new clients. We have grown in confidence and are more proactive. We are a niche operation and pride ourselves on providing customers with our personal attention by taking care of every enquiry and every instruction.”

Potter Learoyd’s co-founder Marcus Learoyd

For further information about how Incrementa can help to support your business email enquiries@incrementa.co.uk or call 0116 2793652