

What is Wise Sherpa?

When you make the decision to leave the corporate world and strike out on your own, we understand it's both exhilarating and anxiety inducing for good reason. It's easy to take the environment and functional resources of a corporate for granted, until it's time to figure out the nuts and bolts of setting up a business (including IT, business development, invoicing etc.) and that's just the half of it!

At Wise Sherpa, we can help you sidestep the common planning and process pitfalls that sap precious time and energy that could be put to better use building your business. Whether you are launching your own consulting venture, or embarking on a new professional services portfolio career, we will ensure it is built on great foundations. Our core strength is advising mature professionals. Research* shows that the individuals most likely to successfully found and grow businesses are in their mid 40s, 50s, 60s, just at the time when it is most difficult to cut the cord from all the support that comes with a corporate career. After a prolonged period of working inside a large organisation, it can be very daunting to take the first step outside, alone.

Wise Sherpa approach

Wise Sherpa has developed a five step, 'Compass' approach to guide you through the process of leaving the corporate world and setting up your business.



STEP 1 - Transition & business planning

Step 1 will help you clarify the vision for your new business and kick off the planning process. You will be asked to complete an initial online assessment as the basis for the initial one-to-one sessions at the start of the programme.



STEP 2 - Assessing your strengths

Knowing your strengths will help you understand where to put your focus and effort to ensure you are setting yourself up for success. This step will also identify where you may need to access some additional support. You will also complete a strengths-based assessment based on Talent Dynamics for business owners. We will discuss the results with you as part of our one-to-one sessions, enabling you to integrate any resulting actions into your business plan.



STEP 3 - Establishing systems & processes

The one-to-one sessions include time to focus on your working practices including your business location, technology (focused on your digital enablement), marketing and sales. As part of this workflow, we will co-develop an approach to optimize your effectiveness. We do this by ensuring you are focused only on the most important tasks, outsourcing the secondary tasks wherever practical to do so. Depending on the potential complexity of your business and your needs, this can be a lighter touch or comprehensive part of the programme.



STEP 4 - Reviewing your finances

Financial planning and management are key components in setting you up to succeed. We will help you identify the possible outcome is that you may decide to pursue external investment to establish your business, in which case we can connect you into our entrepreneur funding eco-system.



STEP 5 - Leading

From day one, we will help you work on the business, not just in it. We'll get you to focus on building and managing your key business networks, resilience and the subtle art of delegation.

* Kauffman Foundation

It's important to highlight that Wise Sherpa is not authorised or qualified to provide formal financial advice. However, we can discuss the questions and issues you need to consider regarding your business financial planning and management to ensure you are best placed to set yourself up for success as well as share with you some key tools that can help you in this process.