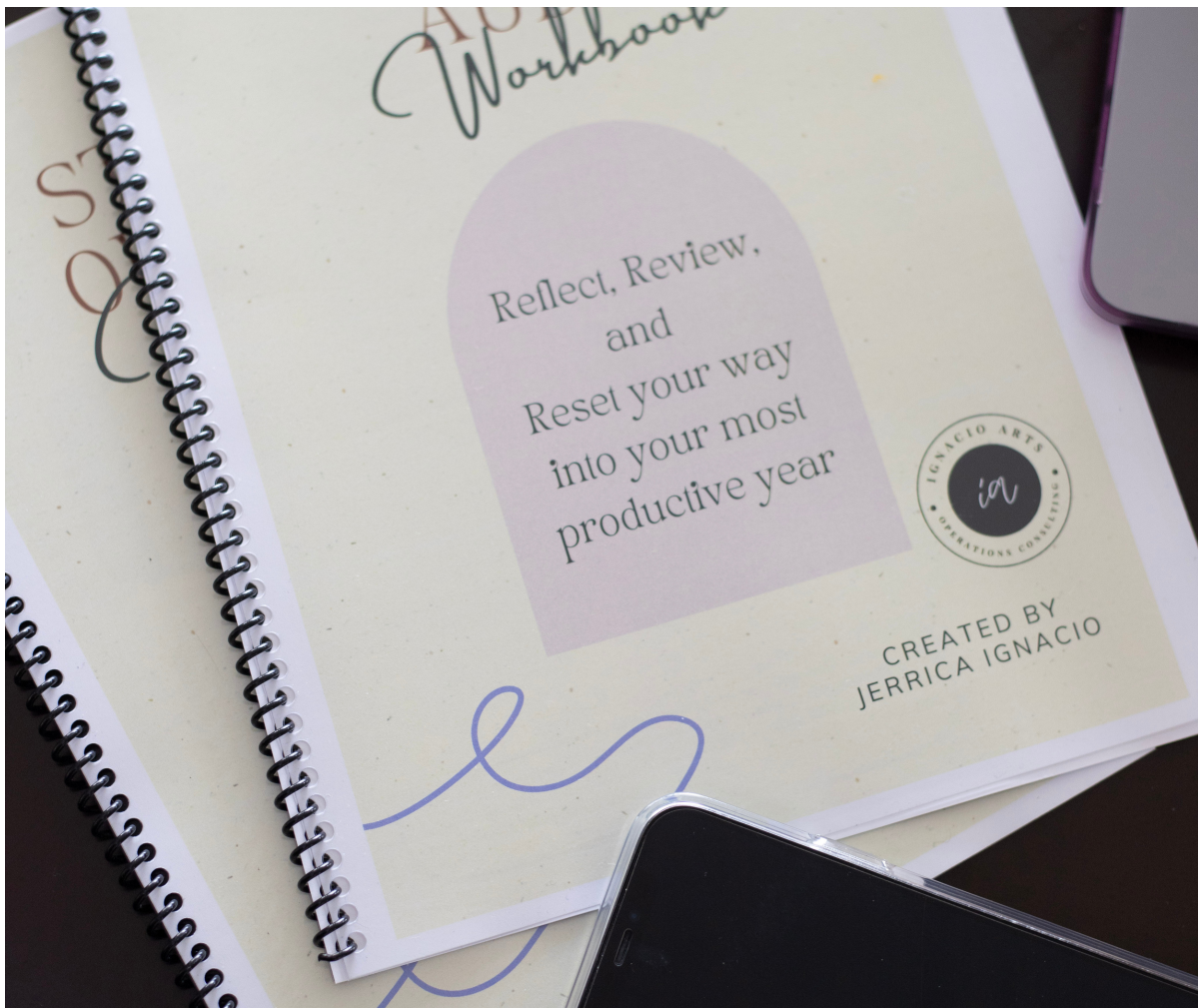


IGNACIOARTS
CONSULTING

Services & Pricing Guide





Hello there!

After working in the corporate world for a decade, the number one thing I realized was: any business can be successful with the right systems, processes, and people.

It wasn't long after that that I left my role as the Director of Operations for a San Diego based non-profit to start my own consulting firm.

Now, I am an Operations Consultant, Online Business Manager, and Business Strategy Coach who serves others by helping them **build their most successful business and become their most successful selves in the process.**

I believe that everyone can be wildly successful with the right knowledge, tools, and systems. It's my mission to share those tools with as many motivated individuals as possible. I am passionate about mentoring and equipping others with the confidence, strategy, and autonomy they need to run a successful business.

Jerrica

Founder, Ignacio Arts Consulting

My Consulting Journey

I remember sitting in my living room thinking, "I wish I could take my brain and just loan it out to other people!" I was talking specifically about a company exec who had reached out to me to help him with setting up an automation for his email marketing platform. Back then I was working full-time and didn't have the extra brain-space to help him but that was the start of this dream!

Since 2021, I've been helping non-profits and small businesses look at their internal operations and processes and implementing the best systems to allow them to grow.

In late fall 2022, I started offering executive coaching sessions to busy solopreneurs who were dealing with brain-spiraling overwhelm and needed some guidance on how to manage the day-to-day and big picture goals of their businesses!

Early 2023, I became a certified OBM (online business manager). I now hold that certification along with a business degree from San Diego State University, and an MBA from SNHU.



"Cut through the overwhelm and focus on **RUNNING** your business."




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One-time or on-going business management services.

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Business Strategy Coaching

1:1 strategy sessions to get you to the next level or your self or your business.

How It Works

01

BOOK A DISCOVERY CALL

This call can be zoom, phone, or in-person if you're in the SoCal area. We will chat about your current goals and create a work-together plan.

02

SIGN THE CONTRACT

Once we know what we're working towards, we will have a contract and be able to get started.

03

PAY YOUR INVESTMENT

Depending on the service you're wanting, you'll either pay a deposit, or a service fee to get things started.

04

SERVICES PROVIDED

We will spend time working together and help you become the most successful version of yourself!

05

WRAP UP AND DELIVERABLES

At the end of our work together, you'll gain permanent access to any deliverables, systems, worksheets, etc. Depending on your service, you'll pay any final payments at this time.



COMMUNICATION

CONTACT DETAILS

+1 619-539-5275

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OFFICE HOURS

M - W 9:00am - 5:00pm PST

Th - F 9:00am - 3:00pm PST

Sat - Sun Flexible Hours


WEBSITE

www.ignacioartsconsulting.com

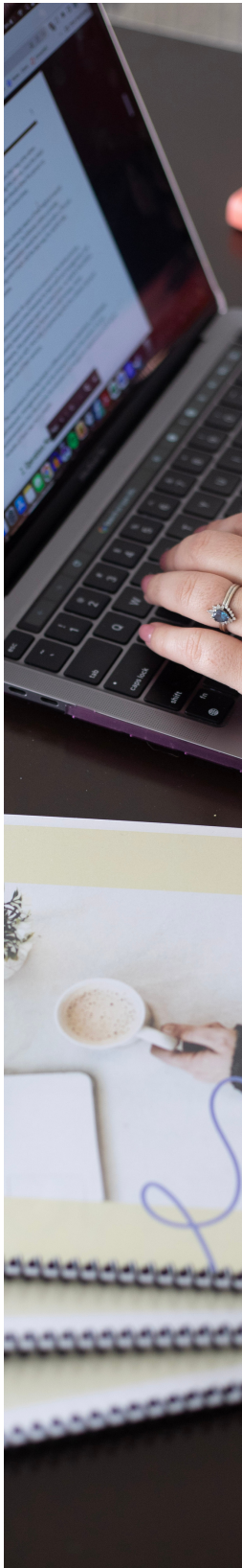
SOCIAL MEDIA

 @ia.consulting

 @a.corporate.witch

 Ignacio Arts Consulting

 Jerrica (Stone) Ignacio



Operations Consulting

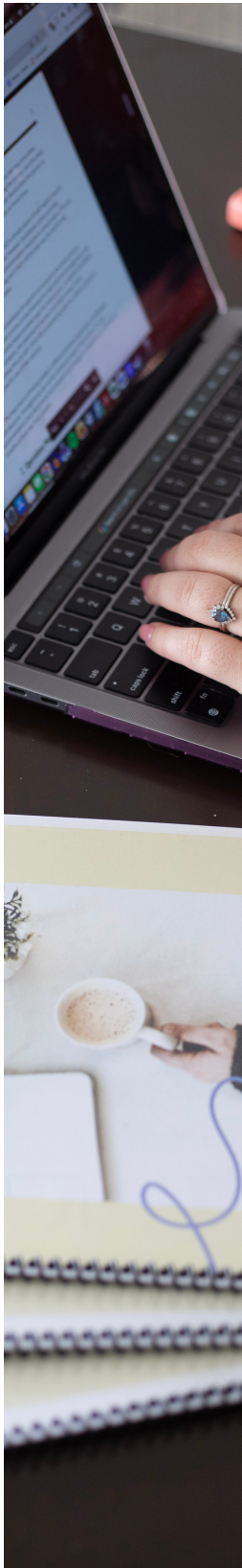
Most entrepreneurs start a new venture because they have a service or product that they LOVE! Then they find themselves bogged down by the day-to-day tasks required to keep the business running.

What if you could hand those off for someone to optimize?

An operations and strategy consultant can look at the details of your operations and recommend changes to streamline and automate as much as possible. This allows more of your time and energy to be spent on your product or service while the daily tasks and routines continue to run smoothly.

THAT'S WHERE I COME IN...

- ✓ Systems strategy and process optimization
- ✓ Workflow management and systems implementation
- ✓ Team trainings and organization structure overhauls
- ✓ Operations Audit of all systems and processes



Operations Audit

One of the best ways to get a big-picture look at your operational health is through an audit!

This is an easy process that takes about 10 hours total and looks at 6 key areas of your business:

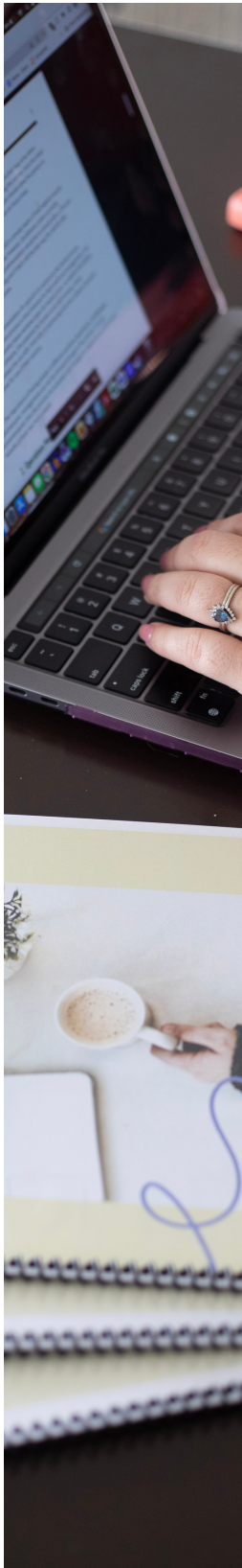
Financial Steadiness, Operational Excellence, Growth and Development, Product Creation and Refinement, Visibility, and Customer/Client Experience.

THE PROCESS AND WHAT YOU'LL GET:

- ✓ After an intro call, I'll dive into your systems and talk to any staff who interact with your business regularly.
- ✓ I'll present you with a customized audit report with recommendations for each area.
- ✓ You can take that report and implement the changes yourself, or we can talk about options to continue my support.

YOUR INVESTMENT

\$620



Operations Consulting

With or without the audit, one of the easiest ways to ensure Operational Excellence is with a dedicated person. If your business is still growing and doesn't warrant a full-time employee, Operations Consulting is the best way to go!

I can consult on best practices, advise on system set-up and implementation, and even provide on-going assistance and monitoring to ensure everything continues running smoothly.

WHAT YOU'LL GET:

- ✓ On-going operational support for all of your systems and processes.
- ✓ A dedicated person with their eye on the inner-workings of your business so you can focus on the big picture and providing the best product or service.
- ✓ Customized service package based on the amount of time your business needs.

YOUR INVESTMENT

\$65/HR

Online Business Manager Services



An online business manager works with other online entrepreneurs to run the day to day operations; although some OBMs don't work exclusively for online businesses, some work for brick-and-mortar businesses as well.

An online business manager is a partner, sounding board, and your new business BFF. We work in the back end of a business, making sure it all runs like a well-oiled machine, and typically manage a team (even if that happens to be just 1 other freelancer), whilst our clients focus on serving their clients and creating a bigger impact in the world.

TYPES OF SERVICES:

- ✓ Operations Management
- ✓ Team Management
- ✓ Launch Management
- ✓ Website Management
- ✓ Project Management
- ✓ Email Marketing Management
- ✓ Revenue Stream Management
- ✓ Marketing Management
- ✓ Business Metrics and reporting

FOR A FULL LIST AND DESCRIPTION OF OBM SERVICES, PLEASE VISIT THE WEBSITE OR CONTACT ME.

Online Business Manager Services



As with all of my packages, hiring me as an OBM will start with a discovery call to assess your needs.

Our first OBM session will usually be a 90 min. planning call and we'll dig deep into creating the full scope of work that best fits your needs.

YOUR INVESTMENT (ON AVERAGE)

**\$1,500–\$3,500
PER MONTH**

WHAT YOU'LL GET:

- ✓ A dedicated manager working to run the every-day tasks and routines.
- ✓ A partner and soundboard who is with you every step of the way.
- ✓ Someone who understands your vision and does what it takes to help bring it to life!

It usually takes about 90 days for an online business manager to get up to speed. We need to get inside the business, see the back-end to fully understand the business model, what the team is doing, who is responsible for what, the income-generating activities, and most importantly the client: how he or she works. This gives us a chance to figure out what needs to be tackled first and to see what the client likes to do, doesn't like to do, and where the best use of their time really is.



Business Strategy Coaching

Starting a new business is scary and, oftentimes overwhelming, for new business owners. **Strategy planning is an important part in every new business.**

As a strategy coach, I work with you to help **set and maintain your goals, streamline your process**, and help you to **structure your time** so you can focus on serving your clients or customers.

THROUGH COACHING YOU GET:

- ✓ 1:1 Sessions focused on you and your goals
- ✓ Personalized exercises and worksheets that you get to keep and refer to at any time
- ✓ A partner, sounding board, and professional friend available to you at all times.

Strategy Coaching Packages

BRONZE

- ✓ 3 Monthly 60-min strategy sessions (CEO Days)
- ✓ Once a month, we will meet and go through a goal-setting session and discuss any other professional obstacles you're currently encountering.
- ✓ 4 hrs/mo of Slack/Email support where you can ask questions and get feedback as you build.

YOUR INVESTMENT

\$585

OR 3 PAYMENTS OF \$215

SILVER

- ✓ Bi-weekly 60-minute sessions for 3 months (CEO Days)
- ✓ 1 quarterly intensive strategy session to focus your goals for the next quarter
- ✓ 8 hours/mo of Slack/Email/Zoom support where you can ask questions and get feedback as you build

YOUR INVESTMENT

\$1235

OR 3 PAYMENTS OF \$453

GOLD (6-MONTH PACKAGE)

- ✓ Weekly 60-minute sessions for 6 months
- ✓ 2 quarterly strategy intensive session
- ✓ Comprehensive executive audit (what your personal SOPs look like)
- ✓ 10 hours/mo guidance and support via Slack/Email/Zoom

YOUR INVESTMENT

\$3770

OR 6 PAYMENTS OF \$690

FAQ's

What is the difference between Operations Consulting and OBM Services?

While both services can work in the same areas of business, Operations Consulting will focus on big-picture operations, and OBM services will help with daily tasks/routines.

When do I know if it's time to hire an OBM?

If you're ready to move your business forward but find yourself lacking the time to do so, it's probably time to consider hiring an OBM. It's also a good time if you're looking to take a step back from your business, but still want it to run smoothly.

How long is the Operations Audit process?

The whole process (not including the discovery call) takes about 10 hours. When and how those 10 hours occur is up to you, your employees, and schedules.

When should I hire a Strategy Coach?

Look into coaches if you find your brain is constantly spinning, you're dropping tasks due to overwhelm or task management, or you just want to have a dedicated soundboard!

Let's Get Started!

If you're ready to get started with operational help, OBM services, or some strategy sessions, you're in the right place!

Head over to the website, or email me to book your FREE discovery call and we can get started!

If you're looking for a full list and description of OBM services, you'll find that on the website as well.

I believe that everyone can be wildly successful with the right knowledge, tools, and systems, and it is my mission to share those tools with as many motivated individuals as possible. I am passionate about mentoring and equipping others with the confidence, strategy, and autonomy they need to run a successful business.

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