

## Consulting Superpower The V.A.L.I.D.™ Engagement Structure



V

**VALUE** Every client's unique challenges are explored to understand the best approach with the most cost-effective solution.



A

**AUTHORITY** Client testimonials validate expertise, influence, and results.



L

**LONGEVITY** The faster you try to "fix" something, the longer it will remain broken. Practice your expertise with the client's end-game in mind.



I

**IMPACT** Be at the front-lines by your client's side delivering upon their project's success.



D

**DELIVERY** Simplify the client's vision to execute on time, on budget, maximizing ROI

