

BUSINESS RELATIONSHIP ANALYSIS

Jamz Trainings !” flow

2 Relationships Identified

BUSINESS PROFILES

Jamz Trainings

Contact: James Robinson

Industry: Health & Wellness

Personal Training & Sports Massage Therapy

flow

Contact: Miguel Camargo

Industry: Professional Services

Coaching

REFERRAL 1/2

80% conf

flow !” Jamz Trainings

Reasoning:

Flow's coaching services and Jamz Trainings' personal training can target overlapping demographics, especially those in HOA communities who are interested in improving their physical health and mental well-being. By referring clients to each other, they can enhance customer satisfaction and retention.

Value Proposition:

Both businesses can increase client volume by 20% through reciprocal referrals, leading to higher revenue generation without additional marketing costs.

Collaboration Example:

Flow can refer clients seeking motivation or lifestyle change to Jamz Trainings, while Jamz can recommend clients who need mental coaching for sports performance to Flow. For instance, after a personal training session, a client might express a need for lifestyle coaching, leading Jamz to refer them directly to Flow, ensuring a smooth client transition and increasing both businesses' client bases.

Synergy Potential:

This relationship is unique due to the integrative approach both businesses can take; combining mental and physical health services can provide a more holistic health offering to the community, differentiating them from other service providers.

Action Items:

1. Schedule a meeting between Miguel and James to discuss referral agreements.
2. Create a joint promotional campaign targeting HOA communities emphasizing the benefits of combining coaching and personal training.
3. Develop a shared referral tracking system to monitor and analyze the success of the referrals between both businesses.

Value: HIGH

MUTUAL BENEFIT

REFERRAL 2/2

70% conf

Jamz Trainings !' flow

Reasoning:

Jamz Trainings' target market of middle-age recreational athletes often seeks coaching for performance enhancement and motivation, which aligns well with Flow's coaching services. By referring clients to Flow, Jamz can further support their clients' overall fitness journey.

Value Proposition:

Jamz can improve client retention by 15% by offering additional coaching services through Flow, while Flow gains access to a targeted audience that values personal development.

Collaboration Example:

During a weekly training session, a client expresses difficulty maintaining motivation. Jamz can refer them to Flow for a tailored coaching program that complements their physical training. This not only helps the client achieve their fitness goals but also strengthens Jamz's reputation for holistic client support.

Synergy Potential:

The synergy lies in addressing both mental and physical aspects of fitness, allowing both businesses to provide a comprehensive solution that enhances client experience and engagement.

Action Items:

1. Create a referral brochure that highlights the benefits of Flow's coaching services for Jamz's clients.
2. Organize an introductory workshop where Flow can present its coaching services to Jamz's clientele.
3. Regularly review and assess the success of referrals and adjust strategies to maximize client satisfaction.

Value: HIGH

MUTUAL BENEFIT