

6-Box Model Overview



What is 6-Box?

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6-Box is an approach that enables wider and more meaningful conversations. It is a simple framework and set of tools that focuses on six areas of growth.

Why would I use it?

- gain a broader understanding of your business and wider commercial context
- insight is credible, reliable and specific to your organisations needs
- pinpoint additional opportunities
- identify potential cross service-line opportunities

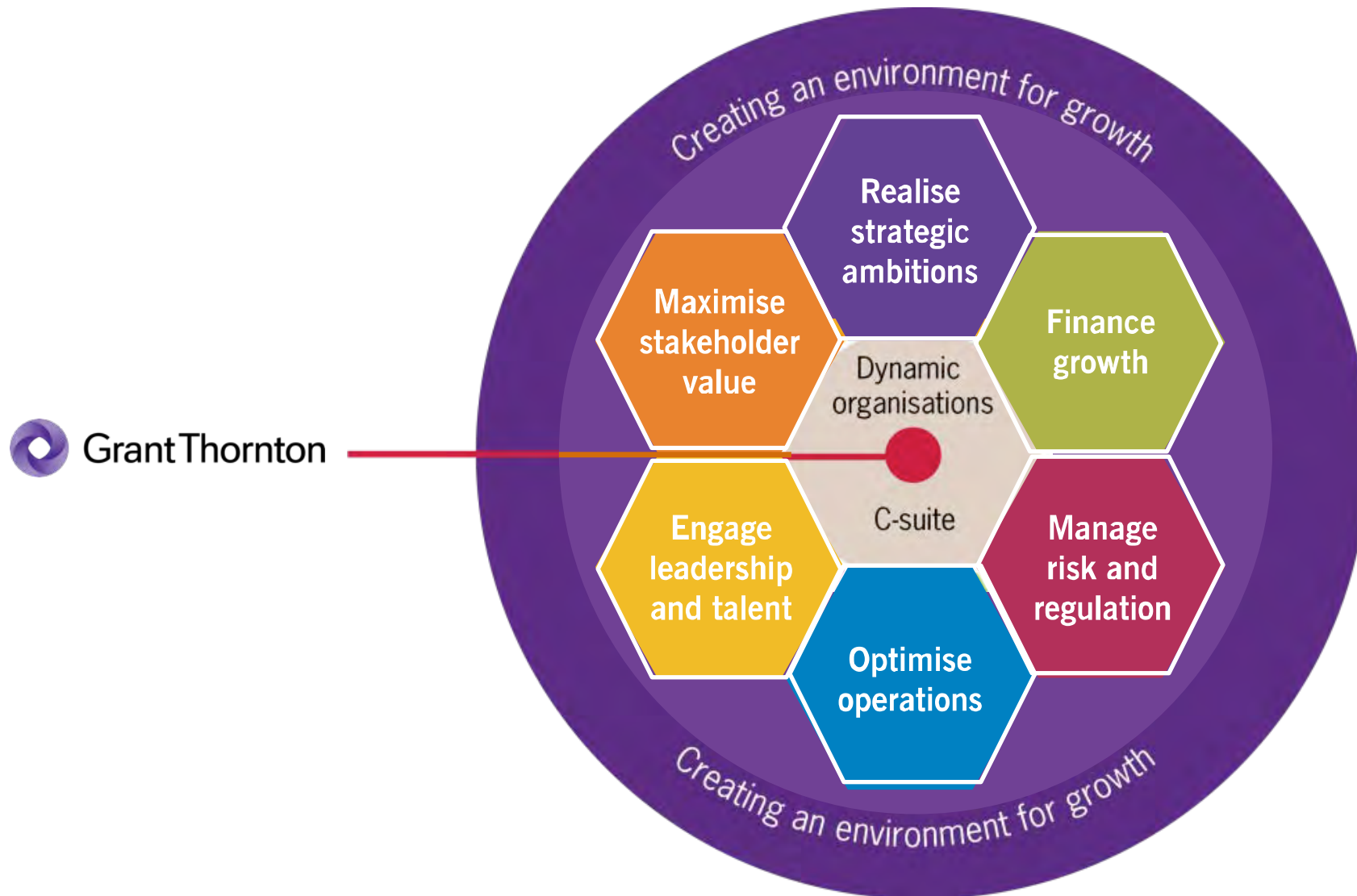
Who will deliver it?

Grant Thornton client engagement teams, from manager level and above, have the core skills to facilitate a wider business conversation using 6-Box.

How will it be delivered?

6-Box can be delivered in a one-to-one conversation or as a workshop.

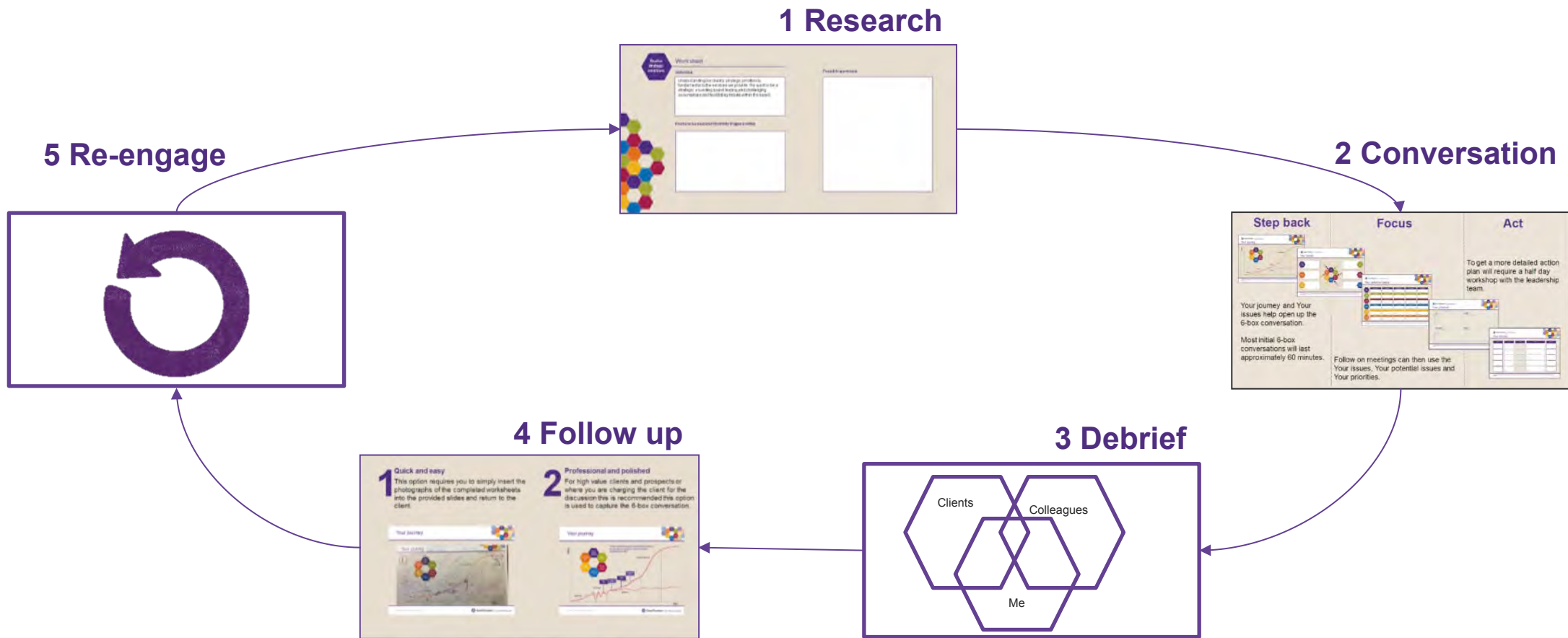
The six growth drivers



6-Box enables wider business conversations that add value



6-Box end-to-end process



Holding a 6-Box conversation with you

Step back



Your journey and Your issues help open up the 6-Box conversation.

Most initial 6-Box conversations will last approximately 60 minutes.

Focus



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Your potential issues

Business model	Market	Revenue	Profit	People	Processes

Follow on meetings can then use the Your issues, Your potential issues and Your priorities.

Act

To get a more detailed action plan will require a half day workshop with the leadership team.



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Your actions

Business model	Market	Revenue	Profit	People	Processes

Reactions from our people and clients

What do people think?

"The result was amazing. I didn't expect them to be so open and honest."

"It is a good way to talk about challenges – especially for new clients or prospects."

What do our clients think?

"This is not what we expect from an accountant."

"This is something that distinguishes Grant Thornton from other accounting firms."

