

# PRESS RELEASE

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## Small Business Consulting Firm – Legacy Associates - Announces New Fee Structure that Benefits Cash-Strapped Entrepreneurs in the Current Economy

**Lakewood Ranch (Sarasota), FL. February 23, 2010** – Legacy Associates (<http://www.legacyai.com>), a small business consulting and advisory services firm, announces the introduction of their new **Small Business Consulting Fee Schedule**. The new Legacy Consulting Fee Schedule provides a flexible fee structure that is affordable for "cash-strapped" entrepreneurs to engage the services of a professional, veteran team of small business consultants. Legacy Associates provide entrepreneurs of small business growth companies, as well as, entrepreneurs of startup ventures, with a comprehensive combination of programs and services that cover a wide gamut of industries.

"Unfortunately, because of the current economic downturn, far too many entrepreneurs simply cannot afford the professional advice that they need, nor can they afford the traditional retainer fee that is required to engage the services of a professional business consultant," says Terry Hill, Managing Partner of Legacy Associates. "Business owners are having a tough time just trying to meet weekly payrolls and pay their suppliers on time. Clearly, the entrepreneur seeking strategies to counteract the effects of declining revenues and rising costs finds this to be a difficult struggle indeed."

Hill continues, "Having worked with entrepreneurs for years, and being seasoned entrepreneurs ourselves, we are very sensitive to the current plight of small business owners struggling to maintain adequate cash flows in light of declining revenues and rising costs. From time-to-time, regardless of the economic situation, entrepreneurs need to engage the services of professional business consultants to help them with their challenges. Now with the release of this new **Small Business Consulting Fee Schedule**, it will be more financial feasible for entrepreneurs to engage the services of Legacy Associates.

The Legacy **Small Business Consulting Fee Schedule** is a flexible fee structure that offers a selection of purchase options. An entrepreneur can select the option that best fits his specific needs and his particular cash position. There are no traditional, "upfront" retainer fees! This innovative fee structure is based on the purchase of "units" or "blocks" of time priced on a sliding scale. As the number of hours within a block increases, the hourly fee decreases thus making it possible for many more entrepreneurs to access the professional business advice and guidance of Legacy Associates.

A visit to the Legacy Associates Small Business Consulting website, <http://www.legacyai.com>, offers a comprehensive overview of the business support capabilities of the firm's areas of practice--- evaluation/assessment, strategic planning, implementation/execution, and management/ leadership. The [Legacy Business Assessment Profile \(BAP\)](#) is a diagnostic checkup and professional third party assessment of a business. The purpose of the Legacy BAP is to provide the business owner, with a scorecard on the 10 vital drivers of their business from three separate perspectives. These 10 vital drivers are interrelated and run the gamut from Finance, to Marketing, Sales, Operations, and People. The Legacy BAP perspectives of past, present and future provides the entrepreneur with a viable yardstick with which to measure their company's results, challenges, and opportunities.

The Legacy Small Business Consulting Services flagship program is the [Enterprise Support Program](#). The Enterprise Support Program is designed specifically to guide, direct, and assist the entrepreneur and his staff in the implementation of well-defined strategies. These well-defined strategies are formulated based on the Business Assessment Profile that is prepared by Legacy Associates. These strategies are pivotal in achieving the entrepreneur's targeted objectives and they effectively bridge the gap between his company's current position and the desired position that he envisions for his company.

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The Legacy [Integrated Business Planning Service](#) includes feasibility studies, operational plans, marketing plans, strategic plans, business plan reviews, and investor-grade business plans. By outsourcing their strategic business planning requirements to Legacy Associates, entrepreneurs are freed of the time-consuming task of research, analysis, and document preparation. The benefit of the Legacy Business Planning Service is that the entrepreneur receives a comprehensive set of professionally developed documents that clearly define what they intend to do, and how they plan to accomplish it.

In addition, the [Legacy Mentoring Programs](#) ---Startup, Growth, and Professional Sales -- are structured to work directly with the entrepreneur on a one-to-one basis to further develop leadership and sales skills, and simultaneously, fine-tune the entrepreneur's management style. The **Legacy Startup Mentoring Program** is geared specifically to entrepreneurial startup companies. The **Legacy Growth Mentoring Program** is tailored to business owners and executives of growth companies. And, the **Legacy Professional Sales Mentoring Program** focuses on individuals who are new to the role of selling or people who wish to move into a selling career.

Headquartered in Lakewood Ranch (Sarasota), Florida, Legacy Associates is a small business consulting firm that specializes in creating greater business value, employing strategic management techniques, and executing plan objectives. The firm helps business owners and executives improve their company's performance and optimize their return on personal investment by facilitating incremental improvements in all aspects of the company's activity rather than concentrating on any one single aspect.

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