

# We Help You Grow Your Business

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And Get It In an Auto-Pilot Mode



**EXPANDUS<sup>7</sup>**  
Framework for Success



Grow your business. Let go stress. Enjoy the journey



# We Exclusively Serve Only 3 Industry Segments



## Engineering Projects

Build A 100 Cr  
Engineering Projects Business



Milind Bibikar



## Software Companies

Become A Million Dollar  
Software Company



Tabish Bibikar



## Automotive Business

Accelerate Your  
Automotive Business



Nalin Mehta

# WE GUARANTEE RESULTS





# Work With The Best



## World's No1 Business Coaching Firm

**ActionCOACH®**  
BUSINESS COACHING

- **World's No1**
- **1000 + Coaching Offices**
- **80+ Countries**
- **30+ Years in Business Coaching**
- **Pioneers in Business Coaching for MSMEs**
- **18000+ Businesses coached every week**

## India & Middle East's No1 Franchise Partner

**EXPANDUS<sup>7</sup>™**  
Framework for Success

- **No.1 Franchise partner in India & ME**
- **200+ Businesses coached One-on-One**
- **Highest No. of Businesses Coached**
- **Best Client Results**
- **Best Client Retention**
- **Best Coach of The Year Awards**
- **Best Firm of The Year Awards**
- **Best Community Impact Award**



# Work With The Best

## Exclusive Industry - Specific Experts



➤ Specific niche experts in EPC,  
IT & Automotive.



➤ Hands-On vast experience of 3  
coaches in respective 3 segments.



➤ Highest no. of coaching hours  
in respective industry.



➤ 100% client recommend us.



# When Going Gets Tough....



# What Is Business Coaching?



Business coaching is No.1 STRATEGY to take your business from where it is now to where you want it to be. Business coaching helps business owners achieve their goals in the most **efficient, faster and sustainable manner**. Business coach will work with you exactly as a **personal fitness trainer works with you at gym**.





A personal trainer at gym understands your strengths and weaknesses and gives you a customized exercise plan, diet plan, teaches you the most efficient and correct ways to exercise, **observes you and corrects you when required to save you from injuries,** understands your potential and pushes you to do more, **holds you accountable, questions your beliefs and so on.**



With this, you get the results in 3 months which you would have got after 1 year of working out on your own without guidance. **If you correlate your physical fitness and your business,** then the benefits you will get when you work with a business coach are **exactly like the benefits of working with fitness coach.**



# 12 Reasons To Hire A Professional Business Coach

## Why Champions Need A Coach?



### Outsider Perspective

You get a professional, broader, unbiased view about yourself & your business which is difficult to get when you are IN it



### Knowledge

Coach, by their need of profession, gather knowledge from multiple sources and provide the right knowledge at the right time when you need it



### Accountability

It is proven fact that everyone performs way better when held accountable for the actions and results. Business owners are not accountable to anyone till they hire a coach.



### Lonely At Top

No one knows the pains and constraints of business owner. Often it is difficult to discuss issues with employees, family, friends or vendors due to sensitivity of issues as well as fearing to be judged.



### Sounding Board

Clarity emerges when you sound off an idea, concerns, fears etc with someone. Hazy thoughts crystalize when we brainstorm and sometimes you realize you had missed an important consideration.



### Clarity in Thoughts & Actions

You become absolutely clear about what to do and how to do when you discuss with coach.



### Handholding for Implementation

You definitely have questions, doubts if not roadblocks when you learn something new and try to implement. Coach holds your hand and walks with you till you are successful in your goal



### Multipurpose resource

Apart from being trainer, counsellor, friend and guide, coaches also play a role of facilitator in communicating between partners, stake holders, employees etc



### Systems, Processes & Structures

Coaches usually do not believe in one time heroic deeds. The focus is on setting up a system or process that will get you results. The approach is always structured and proven.



### Community

You get the opportunity to interact with other business owners who are on similar journey as yours and you get some learning and motivation when you meet at common programs.



### Personal Development

Over and above everything, coaching helps you develop personally. You become taller than the problems and build the capability, confidence and skills to handle growth.



### Faster & Sustainable Growth

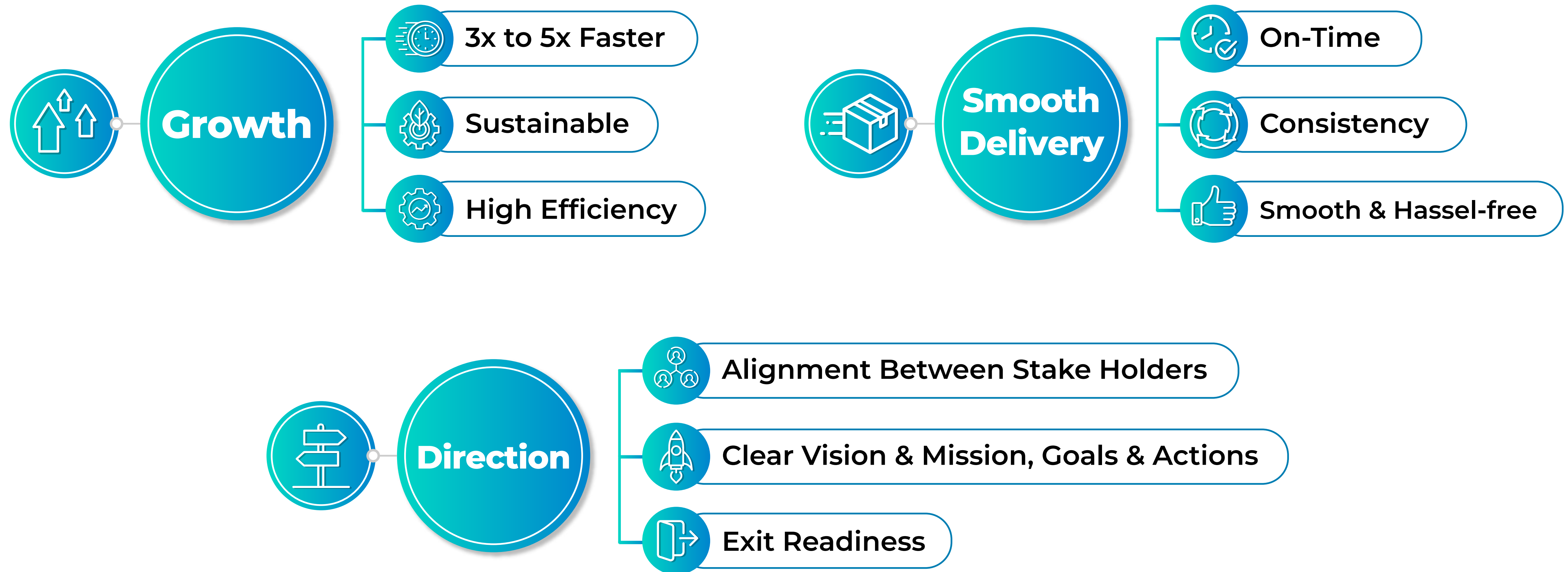
All of the above helps you get faster and sustainable growth, usually 3 to 5 times faster than you would do it yourself.



# Benefits Of Business Coaching



# Benefits Of Business Coaching





# Myths About Coaching



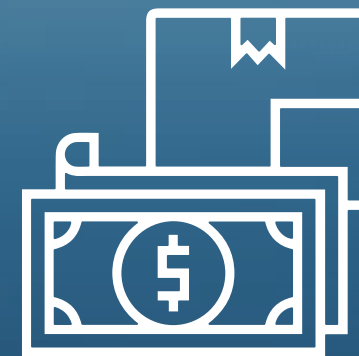
## Coaching Is For Businesses In Trouble

No. Coaching is for champions at heart who want to do better. Coaching is more like Gym and not like Hospital. Obviously troubled business will turn around as well.



## Coaching will take more of my time

You will in fact optimize your time. Accomplish more with less because you eliminate mistakes and work on right guidance



## Coaching is expensive / I can't afford it

Calculate ROI. Investment is negligible as compared to results. In 3 months, returns start paying for investment in coaching.



## Coaches talk theory

We are practical and hands-on in our domains. Worked with 100s of real people getting real results. It is just that we provide a structure, which might sound theoretical.

# Myths About Coaching



**I know my business better than a coach.  
My business is unique.**

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Your business is where it is today because of what you know. Try a coach you will learn heaps of things.



**My team needs coaching, not me.**

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Everyone needs a coach to get better at what they do. We have programs for both; you and your team.



**Not The Right time for coaching.**

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It is same as saying it is not the right time to grow my business. Most of our clients say they should have started coaching earlier.



# What We Are NOT

## We are not just



**Motivational Speakers** – Who will motivate you to go fishing. (Do It If You Want)



**Trainers** – Who will teach you in a classroom. (Do It Yourself)



**Consultants** – Who will handover a detailed SOP of fishing. (Done For You / Do as I Say)



**Mentors** – Who tells you where he found good fish (Do it Yourself.)



**Life Coaches, Counsellors or Therapists** – Who will give very good advise in general but not specific to business

# What We Are

## We are Business Coaches



We are all of that (Motivational, Trainers, Consultants, Mentors, Friends, Life coaches, Counsellors, Therapists ) +++ we will be with you on your journey playing all these roles as and when required. We will practically do it with you so that you learn how to fish next time. (Done With You)

## We are not



HR Consultants, Finance Controllers, Marketing Agency, Advocates, Legal Consultants, Recruitment Agency. You might need to work with either of them as is the need of business.

## We are Business Coaches



We will have a holistic view of your business and identify requirements of working in these areas, provide you with roadmaps and methodology, ways to evaluate them and extract maximum value



Don't Wish It  
**Were Easier,**  
Wish You  
**Were Better.**



# How Business Coaching Works?

It starts with getting clarity on your goals, priorities, strengths, weakness, areas of improvement, products, markets, alignment between stake holders, vision, mission, etc. and we crystalize your top goals and priorities. In simple words, we figure out where you are, where you want to go and what's in the way



## Plan

We then decide strategies and create a step by step action plan to achieve your goals..



## Help

Coach will navigate you through the doubts, challenges and roadblocks you will face on the journey as required.



## Tools

Coach will then provide Education, How-TOs, Structures, Templates, Best Practices so that you can work the plan.



## Solutions

Over and above the goals, whatever issues you face while running a business, your coach will be a quick reference guide for solutions



# Coaching Programs



## One-On-One Coaching

**Your coach works with you one-on-one**

- Flagship program.
- Guaranteed results.
- Intense & Most effective
- Close hand-holding
- Long term, Open ended, ongoing engagement
- High accountability through weekly reviews.
- Highly personalized & customized
- Results in any area of business.

## Group Coaching

**Your coach works with a group of similar businesses. (One-to-Many)**

- Entry level program
- Time bound
- Learning from videos
- Handholding through group Q&A calls
- Lower accountability
- Benefit of Community
- Designed for results in specific areas.
- Good for micro enterprises & small team

# Trainings & Workshops



## Training Workshop

Training workshops are conducted on various topics such as **Sales, Marketing, Finance, Service, Team Building, Time Management etc.** These workshops can be conducted for individual organization and are **customized as per the organizational requirements.**



## Business Planning Workshops

Business planning workshops **(GrowthCLUB) are conducted every quarter for planning the next 90 days.** This can be conducted for individual organization **involving multiple departments.** We usually conduct these for a group of business owners and key members in groups.



# Out Of The Mountain Of Despair, A Stone Of Hope

Martin Luther King Jr.



# Our Team

## Tabish Bibikar

➤ Principal Coach,  
Mentor & Founder

➤ Mechanical Engineer from Pune

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- 20 years of Corporate working experience across Engineering, Manufacturing and IT Industry
- Worked at Leadership positions
- Experience of working in Pune, US and UK

- Hands on experience in Sales, Marketing, Research, PPC, Vendor Management, Service, Software Testing, Project and Portfolio Management
- Worked at Thermax Ltd, Ador Samia Ltd, Sutra Systems, Persistent Systems Ltd and Barclays
- Certified PMP, USA; Strategic marketing specialist from ASCI, ISO Auditor





# Our Team

## Milind Bibikar

➤ Principal Coach,  
Mentor & Founder

➤ Mechanical Engineer from Pune

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- 6 years of Corporate working experience across Manufacturing and Capital Goods Industry
- 14 years as a First Generation Entrepreneur.

- Ex Co Founder at Marcuras Water Treatment Pvt. Limited
- Experience of working across Pune, Kenya, Africa
- Experience working at Thermax Ltd.
- Trained and Licensed Coach, Australia





# Our Team

## Nalin Mehta

### ➤ Business Coach Mentor

- Ex Managing Director Mahindra Trucks & Buses Limited, Ex CEO Mahindra Truck Bus Division and Mahindra Construction Division
- 30 years of Automotive Sector experience with Mahindra in other eminent roles since the year 2000 looking after brands like Bolero, Scorpio, and Pickups. Launched Mitsubishi Lancer with Hindustan Motors.
- Trained Licensed Business Coach, ActionCOACH, India.

- Alumni IIT Kharagpur B. Tech. Batch 1979. MBA, Faculty Of Management, University of Delhi.
- Management courses from Harvard Business School, Kellogg School of Management and Michigan Ross School of Business.
- Commercial Vehicle MAN OF THE YEAR was bestowed upon Nalin on the 9th of Feb 2017 by the eminent jury of Apollo CV Awards , most prestigious recognition forum of Indian Commercial Vehicle Industry





# Our Clients



**Vinit Garg - Director**  
- Vizen Solutions



**Tanuja Indi - Director**  
- Inditech Valves



**Abhay Puranik & Prasad  
Gokhale Director - Green Pump**



**Rajesh Pandit**  
- Atharva Engineers



**Dr. Janardhan  
Kodavasal - Director -  
Ecotech Engineering**



**Ajay Sharma - Logiciel  
Solutions - co founder**



**Tarika Jain Bhartiya**  
- co-founder and head of  
business - Ncircle Tech



**Ratnadeep Mukkirwar**  
/ founder and CEO  
- Optellix Private Limited



**Vitaliy Podoba**  
- SoftFormance / CEO



**Hamza Metin Yarci**  
Mavidev Software and  
Consulting Co./ founder



# Clients Testimonials



**Preeti Nahar**

**Virtuoso Infotech Pvt. Limited**

I admire the Alignment session and the Leverage Night you conducted for us. That has helped us align our personal and professional goals. Now we know what we really want personally and professionally.



**Atul Thombre**

**iSynergy TechSys Pvt. Limited**

I would advise others that this is not an MBA or College. This is practical Business application coaching. Even if you have a business degree, I feel you should definitely consider Coaching.



**Keya Thomas**

**eNyota Learning Pvt. Limited**

We've been working with Tabish since the last few months, and without exaggeration, it has been the most enlightened ones we've had since we started the company



# Clients Testimonials



**Jagruti Kothawade**

JK Associates

By joining hands with ActionCOACH there has been a lot of growth in my business. I have been able to free up time in my schedule to consistently work on my business growth which was not possible earlier.



**Ankit Goel**

Goel Ganda Developers

Milind Bibikar's Business coaching is a great insight to understanding your business mechanics; identify your goals and objectives and how to match your company's execution to the same, so you can achieve the results you have always wanted but could not



**Tanuja Indi**

IndiTech Valves Pvt. Limited

We have found Expandus Business Coaching very useful. We get an unbiased third angle view on many management issues; We find the time to think & introspect without the usual interruptions at the office.

# Clients Testimonials



**MC Bantwal**

**Director At Satrac**

He does not preach management Jargons but nudges you on how to efficiently manage your work and organization in the way best suited to you . Definitely a great Coach/Mentor / Friend As a founder and promoter of a successful company which started small , it was important for me to have a business coach to take us to the next level . Nalin has filled this role perfectly , He has brought in clarity in Goals , How to measure and achieve these goals , Meeting Personal development objectives and evolving into a better manager . Most importantly he teaches on how to think logically in every context or situation. Plus his tips on people management are most valuable. Who would add tremendous value to any entrepreneur looking for growth.



**Tarika Jain Bhartiya**

**Co-Founder and Head of Business at nCircle tech (3D WEB/ML/CAD/BIM engg Solutions)**

I've been working with Tabish since 2015 on her 1-2-1 Business Coaching program. We got started together when we were a very young company and have come a long way since then. I truly believe that it was one of our best decisions and our Revenues and Profits have positively impacted as a result of our engagement. Tabish has helped us stay focused on the goals and the actions that we need to take to move in that direction. She is one of our key go-to-person for brainstorming ideas & challenges. We work together on our Sales, Lead Generation, Business Planning, Team development, Recruiting and Finance strategies. Its always great to have her by our side and I strongly recommend her services to other entrepreneurs



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When the opposition  
gets tough, your coach  
gets you going, when  
business gets tough,  
**your ActionCOACH**  
gets you going.

# To Learn More Please Click



**Website**



**YouTube Channel**



**LinkedIn Page Company**



**A Building, Second Floor, Hermes Vishal,  
Lane Number 7, Koregaon Park, Pune 411001**

**+91 98230 82268**





# Click to Book a Discovery Call



**Milind Bibikar**



**Business Coach**

**Engineering & Manufacturing  
Industry Founders & CEOs**

➤ Book a free session



**Tabish Bibikar**



**Business Coach**

**Software Company  
Founders**

➤ Book a free session



**Nalin Mehta**



**Business Coach**

**Automotive Industry  
Founders**

➤ Book a free session

