



NICK PISCANI

Business Consulting and Coaching for SMBs:



The Pennsylvania business landscape is booming, with 345,000 new applications filed in 2022 alone. While exciting, this surge means fiercer competition than ever. Amidst this excitement, a harsh reality lurks: 50% of these ventures will close within 5 years, often due to financial woes, market misalignment, or operational inefficiencies.

At Piscani Consulting Services, we're passionate about helping local SMBs navigate the competitive business landscape. Led by a former director at a \$2 billion annual revenue retailer, our team bridges the gap between SMBs and the potent tools, strategies, and frameworks typically reserved for larger organizations. As a small, dedicated team, we believe in personalized attention. That's why we're only accepting 6 new clients this year.

Here's what we can do for you:

- **Optimize your operations:** Streamline processes, boost efficiency, and free up resources for growth.
- **Sharpen your market focus:** Identify lucrative opportunities, refine your offerings, and attract high-value clients.
- **Secure the funding you need:** Develop compelling financial plans and pitch decks to attract investors or lenders.

How have we helped others? We worked with Nelipak Healthcare Packaging to develop a new line of innovative, sustainable packaging for medical devices projected to increase revenues by 10%. We helped NBB Industries, a California-based real estate developer land a \$3 million equity investment. These are just two examples of our transformative impact.

Ready to take your business to the next level? Again, we only have 6 spots available for consulting and coaching this year. Call 845.760.0925 or visit our website www.piscaniconsultingservices.com today to schedule your discovery session. During this session, we'll discuss your specific needs and begin developing a customized growth plan to unlock your business' true potential.



Case Study: Sales Training and Compensation Strategy

How we helped a technology retailer benchmark store performance to identify underperformers, pinpoint areas of opportunity, and implement strategies to drive revenue growth.



Case Study: Retail Store Portfolio Strategy

How we helped a national retailer develop an actionable store portfolio strategy that optimized the existing fleet while positioning the client for significant growth in new locations.



Case Study: Capital Investment Strategy

How we helped a sales organization with B2C and B2B units develop a strategically incentivized compensation plan and identify the best products to generate over \$1M of annual bottom line impact.

Read the case details, outcomes and more at www.piscaniconsultingservices.com