



# Work Capacity Increased as Reporting Time Decreased

## *TOP Step Consulting Kindles Beaconfire's Webforce*

Film icon Steve McQueen once said, "Nobody trusts anyone, or else why would they put 'tilt' on a pinball machine." He may be right. Trust doesn't come naturally, and as many businesses have learned, trust is definitely something that is earned. And no matter whether you're in front of the camera or behind the desk, trust in business is the key to your success or failure.

When Jeff Herron, Vice President and founding member of Beaconfire was searching for a firm to assist in the management of Beaconfire's business operations, he turned to a group that he trusted; one that had been there for him in the past, and one that he knew would look after his company's best interest without having to 'keep his hands on the flippers'.

"We turned to TOP Step Consulting because we trust them," said Herron. "They took the time to understand us and our needs, as well as the needs of our clients. Shoulder to shoulder, they cemented themselves into an extension of our team, and continued to build upon what we were doing."

TOP Step was able to increase the work capacity of Beaconfire and decrease the time in getting projects and reports done. It wasn't that Beaconfire was unable to do the work, but TOP Step freed their admins and senior resources from doing the maintenance tasks of reporting to being able to focus their energies on what they do best - designing and building websites and conducting web campaigns.

"The people at TOP Step know us and remember us in their day to day planning. "They're philosophy is not simply about getting the 'project' done, but about devoting energies to providing great service and real value to the client. With that kind of confidence in their abilities, TOP Step freed us up to focus on what we do best and on achieving our goals. There is great value in a long-term business relationship like the one we have."

Independently owned by its three founding partners, Lynn Labieniec, Michael Cervino and Jeff Herron, Beaconfire is devoted to creating results that shine in Web site design and development, online campaigns and marketing, and Internet strategy for progressive and moderate nonprofit organizations. Recently, they completed integration between OpenAir and their QuickBooks system. It's another task they could have done themselves, but they choose to outsource the job to TOP Step Consulting so they could focus on new business.

"Consultants have a knowledge and expertise in these matters," says Herron, "because they have completed these types of projects for others. It's what they do. I would recommend TOP Step Consulting to any business that wants to partner with a team that is knowledgeable, reliable, available, and competent. You can trust they'll do the job right."

***"TOP Step Consulting freed us up to focus on what we do best and on achieving our goals. There is great value in a long-term business relationship like the one we have."***



# Tools, Operations, Process...

## Steps to business efficiency



### About TOP Step Consulting, LLC

TOP Step Consulting improves business efficiency and productivity for Professional Services business operations. We help you achieve your profitability goals allowing you to focus on building your business. Our experts have extensive experience in PS business operations, project management, and PS automation with both local and global Professional Services organizations.

TOP Step Consulting, LLC  
43627 Oleary Lane  
South Riding, VA 20152

Phone: 703-999-4020  
Fax: 703-955-3525  
E-mail: [info@TOPStepConsulting.com](mailto:info@TOPStepConsulting.com)

Website: [www.TOPStepConsulting.com](http://www.TOPStepConsulting.com)  
Twitter: [TOPStepTweets](https://twitter.com/TOPStepTweets)  
LinkedIn: [www.linkedin.com/company/top-step-consulting-llc](http://www.linkedin.com/company/top-step-consulting-llc)