



**OTERO CONSULTING GROUP®**

**"Empowering Schools One Mind at a Time"**

*"Our Mission is to provide quality consulting services utilizing our experience, dedication and respect. Our goal is to become your Catalyst for Success."*

# Client Catalog of School Consulting Services - 2022

**WE CAN HELP YOU DEVELOP EDUCATIONAL OPERATION STRATEGIES FOR...**

Accreditation | State and Federal Compliance | Licensing | Colleges |  
Universities | Career Institutes | CTE Programs | K-12 Schools | Faith-Based |  
Executive Level Consulting Revenue Concerns | Program Development and  
Expansion | And Many Other Services

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## The Otero Consulting Group way

**Welcome!** and thank you for exploring the world of **Educational Consulting Services**. We know that your time is valuable, and we appreciate you are taking the time to learn about our company.

As an Education Compliance Consulting firm, we strive for great results. Otero Consulting Group (OCG) is fueled by commitment to excellence and goes the extra mile to make sure clients are fully satisfied with our work.

Our **Pillars of Success** are instilled in our **Tenets**.

### We Believe...

1. **Listening** to our clients is our best tool for success.
2. Our primary focus is the **Satisfaction** of our clients.
3. We must always **Respect and Support the People and Culture** we serve.
4. A successful client relationship is maintained with **Integrity**.

Our job is to help you with professional or personal tasks to facilitate your journey on the path to success.

Sincerely

*Dr. Jose L. Otero*

**Chief Executive Officer**

## Philosophy of Service

*"Our Mission is to provide quality consulting services utilizing our experience, dedication and respect. Our goal is to become your catalyst for success."*

## Why do we do it?

As you know, the leadership of an educational institution has become a balance of time management and a great deal of expertise in many areas. When a school has needs in multiple areas, the administrator quickly utilizes every accessory in their tool chest to resolve the issues that arise. However, time-consuming tasks related to Accreditation, State and Federal Compliance, and Licensing become operational hurdles very quickly.

## The Issue

All too often, the persistent issues begin to erode the time and availability of the Institutions' Leader which inadvertently reduces their effectiveness. This phenomenon is not unusual and happens to hundreds of administrators every day.

Regardless on how well prepared a **Seasoned Leader** becomes, their effectiveness is reduced when they are spread too thin. That is why a consultant becomes a useful tool that can help to resolve issues related to **Program Operations, New Schools**, and even suggest **affordable solutions**. As experts in **Efficient School Processes**, we can help.

## Our Solution

Otero Consulting Group was founded by a Business Executive and Administrative Educator with over **30 years of experience in School Administration, Finance, Staffing, Professional Development, Supervision, Business Development, Accreditation, Compliance, State and Federal Policy, Mentoring and Teaching**. We specialize in the use of several experiential techniques to help educational organizations solve their School or Program Operational hurdles.

Our knowledge is harnessed from exposure to many schools and programs in several States and organizations in multiple Continents. We have seen what works and what a sure disaster looks like.

In the last almost 10 years, we have assisted many schools nationally and internationally with measured success. Remember that a consultant has the positional advantage to focus on just one aspect of the problems, while the organization leader must focus on the entire operation. The logic behind it certainly speaks for itself.

## What is a Consultant... Really?

Webster defines consulting as “**Providing expert or professional advice**”. However, that explanation does not describe the important intricacies involved in the relationship. A consultant must have specific attributes related to personality, intelligence, and character.

Furthermore, common sense and good judgment will make the difference between success and failure. Additionally, experience plays a strong role in the outcome of a specific task, knowing how to utilize resources efficiently will ultimately determine if the action is “**Business Savvy**”. However, in all events, the consultant will use the experience and history of their success to guide your outcomes.

**There are many types of consultants in the industry and choosing which one is right for you is important. For Example:**

1. Some consultants will treat your account with a “**Project Management**” approach which if it is the only model used, gets expensive if your outcomes run into small issues.
2. Others use a “**Spare Time**” mindset which disconnects the client from the process. This also means they have a full-time job elsewhere and handle your project in their spare time. This becomes especially complex when they are not available when you are.
3. Another popular approach is the “**Multi-Partnership**” technique where multiple consultants get together to form a company and bring in clients. This approach makes accountability and reliability a factor in that each consultant does not have authority nor supervises a specific project or person. This makes projects that have dynamic changes difficult to manage. Also, the prices become excessive as the revenue is shared.

**“The Otero Consulting Group Way”** is different

1. OCG is not a multi-partnership company; its founder has the vision of a responsible consulting firm that empowers the client to become the “Catalyst for Change”.
2. We use a comprehensive approach to consulting, not just one method.
3. Clients are our only partner, and our first goal is listening and understanding your needs.
4. Our prices are based on the most efficient processes to ensure the client can afford to make changes in their organization.
5. We are in the business of change; therefore, we evaluate implementations for effective measures.
6. Clients have ample access to us as we keep regular office hours from 9am-4:30pm. You can call or visit our office to discuss your school.

## How Do I Know if I need a Consultant?

Organizations are usually in very different stages of existence. Some are starting new, and some have many years in operation. Whatever stage you are on, there will come a time where a consultant will be needed.

Often a business owner will want to increase revenue by enhancing their program, adding new offerings or simply start a new business. All these tasks can be made easier with a consultant. The process of making changes to an organization is complicated especially if you are already running. The impact change has on employees and even you, can sometime become overwhelming.

More often, the business owner thinks they understand the process only to discover that regulations and compliance has changed in a short time. This leaves the business owner to learn new ways of a new process or rule under the pressures of deadlines.

A consultant can make the difference at a fraction of the cost for hiring employees. When you get a consultant from OCG, it is like hiring an executive for the price of an entry level employee. The best advantage is that when the project is done, the consultant goes away until you need them again. There are no learning curves to deal with or HR hurdles because you are hiring a service not an employee.

## Working with a Consultant – Your School/Your Way!

The best way to describe what it is like to hire a consultant from OCG is to say you are getting an instant expert that only has one goal in mind, and that is to **help your organization grow**.

Our clients say it is like having a personal assistant that can hear and understand your thoughts and provide viable solutions at the same time. At times they are referred to as business confidants or “**sounding boards**”. As an added value, a consultant can then work on a cost-effective solution without tying up or using your current workforce.

Most of our clients continue to use OCG and renew annually, this allows us to know the operation intimately and provide the best possible support for the organization.

Over time, consultants can become **strategic assets** adding to your bench strength without draining your bottom line.

With OCG, our Pillars of success ensure that you can expect **Experience, Reliability and Ethical** service every time.

## Agreement and Service Requests

Otero Consulting Group has a unique process for working with clients. We have a standard contract that discusses the basic agreements, terms, and expiration. In addition, we have

service request clauses. This is perfect for those organizations that have last minute needs for consulting services but do not have the time for the continuous approval process.

## Special Projects

Otero Consulting Group specializes in projects that do not use a “cookie cutter” approach. We pride ourselves in utilizing experiences held through a multitude of locations world-wide. We understand that not all organizations work the same.

For this reason, we are especially suited to provide support in multi-language and or locations. We also understand the complex operations of compliance-based revenue sources. This information allows us to serve you better and more efficiently.

If you have a vision for a business, organization, or project you want to launch but are having trouble deciding where to start, talk to us first.

We love challenges...

## Affordable Services

OCG serves a very diverse group of business owners that represent the many facets that an organization can have.

For that reason, we have an elaborate cost and fee system that is quite revolutionary. We have standard prices and can offer discounted pricing based-on your needs and budget.

Through our contracted services system, you always know what you are going to pay. In addition, our exclusive no-cost financing program, allows you to make monthly payments, this is especially helpful for your strict monthly budget’s allowances. Other payment methods are also accepted including Major Credit cards, E-Checks bank transfers for both local and international clients.

We list our most common requests but certainly have other offerings based on your specific vision.

## How to Get Started

Getting started with OCG is simple. **You can call, email, or request a chat from our website.** Someone will assist you in setting up your free 30-minute consultation where we can talk about your thoughts and vision. During this time, we can also discuss if OCG is a good fit for your organization.

Just go to: <http://www.AskOtero.Com>



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FOUNDED: 2013

NAIC Codes:

Consulting, Education, Business  
and Workforce Development

561990, 611310, 611430,  
611699, 611710, 813910, 813920

DUNS NUMBER: 078791136

SIC CODE: 8748

EXT. SIC CODE: 87489902

CAGE CODE: 8HMC9

INSURED: P&G Liability

SERVICE AREA: Providing  
Services in 4 Continents and 6  
Languages.

PAYMENT: Multi-Methods

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## CORE COMPETENCIES

We are the **Top-Ranking Industry Consulting Specialists** with **Over 30 years** In the Field of Multi-Agency Compliance and Operations. Our Focus is Workforce and VA Career Development Programs, Tech Schools, Colleges, and University Operations.

Experts in **Regulatory Compliance with State and Federal Statutes.**

**Task-Force Management** Experts for program initiatives.  
**Professional Providers** of Educational Compliance Services and Training.

**Industry Recognized** professionals in implementing Effective Measures, Compliance, Licensing and Operations.

**Revenue Disruption** Events Specialists.

**In-House Services** include New Start-Up, Business and Financial plans.

## DIFFERENTIATORS

Experts in **Workforce Training Program Development** to include Trades, Health, Science, and Technology.

**Exceptional creativity** in designing and implementing new programs and educational infrastructure.

**Highly Qualified** and Credentialed Staff.

**Statewide Recognition as a Professional Education Consulting Company** by the Florida Association of Post-Secondary Schools and Colleges (FAPSC)

## CLIENT OUTCOMES

Implement **Impactful Programs** that meet Demand.

**Monitor Compliance** and Lower Operating Expenses.

**Research** and Execute Target Market **Mergers and Acquisition.**

Client **Revenue Increases** from **30%-95%**

Compiled financial projections increased from - **\$4.6 million to \$25 million for 2021**



UNIVERSITY OF CENTRAL FLORIDA

