

— A FUSION LINE MANAGED SERVICE

Someone to keep your referral relationships moving.

Most of your best work arrives through someone who already trusts you. A broker, an accountant, a buyers agent, the builder who sends three jobs a year. The introduction is not the hard part. Keeping the relationship warm, week after week, is. The Managed Growth Desk gives you a person who does that work, and a workspace that keeps it visible.

CONNECT. • CONSULT. • CLOSE.



Powered by Kin Partners · includes Kai Growth Desk



Fusion Line Group Pty Ltd is a
Simpro Registered Partner.

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01 • THE MANAGED GROWTH DESK

A Person Does the Work. Kai Keeps It Visible.

Fusion Line gives you a dedicated growth operator. A real person on our team who researches the partners worth knowing, makes the calls, writes the emails, records what was promised and turns up prepared to the next meeting. Kai Growth Desk, a Kin Partners product, is the workspace they run it in.

It works the same way wherever the work comes through people: a mortgage broker with conveyancers and buyers agents, an accountant with a lending panel, a trade business fed by builders.

EACH WEEK	YOUR GROWTH OPERATOR · FUSION LINE	KAI GROWTH DESK · KIN PARTNERS
Research	Finds the businesses worth knowing, the person who actually decides, and the reason a referral relationship would work both ways.	Holds the research, the evidence behind it and a visible fit reason beside every partner.
Approve	Puts the shortlist and the approach in front of you, and takes your yes or no on each name.	Shows the review queue. Nothing moves forward until a named person selects the partner.
Contact	Makes the call, writes the email, and sends it once it has been approved.	Prepares the draft and the call prompt. Kai does not send anything by itself.
Follow up	Records what was promised, books the next step and prepares the meeting.	Keeps every promise, owner and dated next action on one screen.
Report	Talks you through what moved, what stalled and what we are doing about it.	Tracks conversations, meetings and referrals received, not the size of a contact list.

APPROVAL

Kai organises, drafts and prompts. It does not send, and it does not decide. Every partner, call list and email enters the plan because a named person approved it. That boundary is the point of the desk, not a limitation of it.

The screenshot shows the Kai Growth Desk interface. At the top, there's a navigation bar with 'kai GROWTH DESK', 'Growth Desk', 'Reports', 'Assets', and 'Settings'. On the right, it says 'All workspaces' and 'Harbour Advisory Admin View' with a user icon 'K'. Below the navigation bar, the main header reads 'HARBOUR ADVISORY · PARTNER GROWTH' and 'Growth Desk'. A subtitle says 'Your researched partners, next actions and relationship history in one place.' On the right, a badge indicates 'Setup Incomplete 0% ready'. The main content area displays five metrics in a grid: 'PARTNERS RESEARCHED' (5 partner types, 25), 'OPEN ACTIONS' (1 overdue, 9), 'MEETINGS' (Real upcoming meetings, 1), 'REFERRALS RECEIVED' (Primary success metric, 0), and a '5 partner types' label under the first metric.

◆ The Kai Growth Desk workspace your operator runs the week in. Actual Kin Partners interface, fictional partner records.

START HERE

Bring one referral relationship that keeps slipping.

Talk to us about a growth operator: 03 7045 5499 · connect@fusionline.com.au

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