

NOAH BROCKMAN

Business advisor and clients thrive with enterprise-level personal appointment system

“Prior to TimeDriver, I spent as much as four hours a week scheduling new client appointments for business advising. Using TimeDriver, I’ve reclaimed approximately 75% of that time that I now use to meet with one to three additional clients per week.”

*Noah Brockman, MBA
Business Advisor*

Portland Community College Small Business Development Center



Unproductive email tag proved last straw for advisor

The Small Business Development Center (SBDC) at Portland Community College (PCC) is one of 19 SBDCs in the state of Oregon. Noah Brockman, a business advisor at the PCC SBDC, often scheduled between four and seven appointments with new clients per week, managed multiple schedules and spent as much as four hours per week playing email tag with his clients to schedule meetings. “As a business owner with my

own private practice, I know how important it is to effectively manage my time and maximize face-to-face time with clients,” says Brockman. “However, it often took as many as 4-6 emails back and forth to schedule a single appointment and cost upwards of 20% of my time at the SBDC. When I was at my wit’s end, I went online to find a resource that might help.”

TimeDriver reduced scheduling efforts by 75%

“I discovered TimeDriver, a personal appointment scheduling system that would allow clients to self-schedule time with me when it’s convenient for both of us. It was the only online solution I found that is based on an established enterprise-level system. Being a spin-off of such a successful, robust system, I was confident that TimeDriver would meet my personal needs and deliver the reliability I expected,” continues Brockman. “I quickly set up my profile, welcome message and multiple schedules for the different types of appointments that I manage. Immediately, I noticed the change; I was able to allocate more time for client meetings and less on administration.”

Now when Brockman schedules time with a new client, he simply sends them

an email with a “Schedule Now” link embedded in it. They click on the link, access Brockman’s Outlook calendar, view his available time slots and select a convenient time. “Using TimeDriver, I spend no more than a few minutes scheduling an appointment with new clients, saving me more than three hours per week. And if clients need to reschedule with me, they simply access the same link I previously sent them and seamlessly reschedule,” comments Brockman. “I have reduced the scheduling aspect of my administrative work at the SBDC by 75% and use that time savings to meet with 1-3 additional clients per week. It is terrific to be able to focus on what I do best—helping small businesses thrive in the Portland community.”

Portland Community College Small Business Development Center

The Portland Community College Small Business Development Center (SBDC) is one of 19 SBDCs in the state of Oregon. It is a part of the Oregon Small Business Development Center Network and is funded by the U.S. Small Business Administration, the Oregon Economic and Community Development Department and its host, Portland Community College.

- Who?** Noah Brockman, MBA and Business Advisor
- How?** “Schedule Now” link in email
- Usage?** 350 appointments annually
- Calendar?** Syncs with Outlook
- Benefits?** Saved an estimated 150 hours annually
Decreased administrative scheduling time by 75%
Increased client meetings by 23%



TimeTrade Systems, Inc.
100 Crosby Dr., Bedford, MA 01730
877.884.9224 781.541.5800 fax 781.541.5095
www.timetrade.com sales@timetrade.com