

IMPROVE PROFIT BY REMOVING UP TO 30% OF OVERHEAD WITH

# PROFIT IMPROVEMENT WORKSHOP

If profit is the lifeblood of an organization, does yours feel like it needs a transfusion? Did you know that waste can account for up to 30% of the operating costs of an organization? I specialize in identifying the underlying causes of poor profit performance and peeling back the inefficiencies undermining your profitability. Together, we can identify wasteful practices and uncover missed opportunities in your business and arm you with minimization strategies to optimize your profitability.

## HOW I DELIVER

I have experience across a myriad of industries and business sizes and will guide you through a proven set of tools and methodologies to improve your profitability, including:

- **Profit Formula:** We will analyze the underlying elements that contribute to your profit, generate ideas for optimizing sales, discuss ways to reduce overhead and identify ways to decrease variable expenses.
- **Seven Wastes:** We will identify where waste is occurring in your company and develop strategies to remove it using a powerful process from Toyota that focuses on the “seven wastes.”

## PRACTICAL OUTCOMES, NOT THEORY

In this workshop, I use a unique set of tools to drive profit improvement and to ensure it becomes a blueprint for the way you do business. As a participant, you will:

- Walk away with a clear and concise One Page Profit Improvement Plan for your business
- Learn a series of profit improvement tools you can use in the business and in your personal life

Importantly, I can assist in turning your profit improvement plans into reality by supporting the implementation process with a combination of face-to-face and online advisory support. This continued support greatly improves the likelihood of success with all actions captured online. Participants can request just-in-time training and all personnel are held accountable for upholding their role in the process.

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### About Us

Accountable For Change helps business leaders diagnose issues, define priorities, determine the step changes that need to occur, and deliver results that lead to companies that demonstrate sustainable success.