

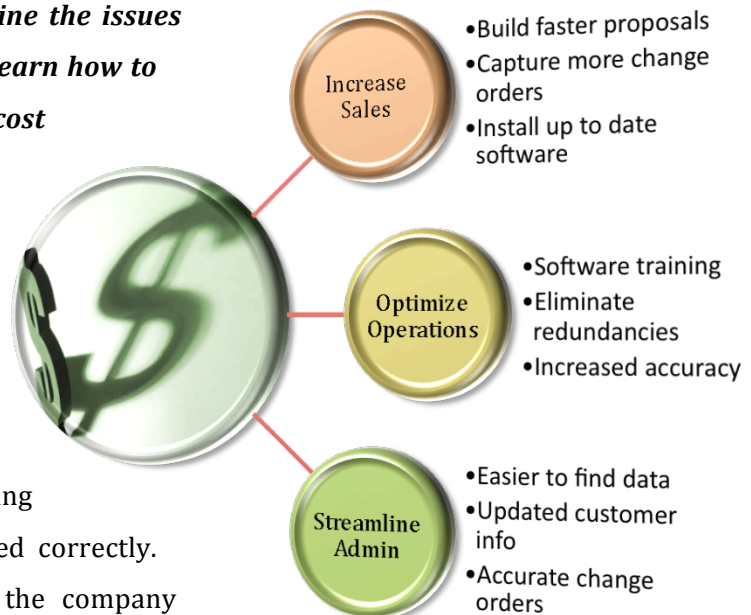


Webinar: The ROI of Change

Managers are faced with many issues, choices, and opportunities on a daily basis. The “squeaky wheel” evaluation system determines which problem to fix first. Unfortunately, the underlying causes of these opportunities often remain unaddressed. When companies reach a certain size, tinkering with business processes yield smaller and smaller net results. Yet, the cumulative effect of many small changes can add sustainable (and substantial) profit to the organization. Wholesale change doesn’t come until someone evaluates the entire system and recognizes the connection between all processes and the need for change.

In this two-hour webinar we will examine the issues that prevent change from starting and learn how to spot the need for change. We will apply cost analysis tools to calculate the financial impact of existing processes to the bottom line.

Most processes are intertwined and interdependent. For instance, one ROI of Change user identified that 20% of sales time was spent making sure orders were processed and delivered correctly. By reducing order fulfillment mistakes the company planned to cut that time in half in the first six months. What could a salesperson do with 10% more time? Add to that the value of overtime, extra deliveries, and unnecessary replacement parts that are inherent in order-processing mistakes, and the total savings will more than pay for the cost of making changes.



Fee Structure:

The base fee for this event is \$2500.00 for the first ten attendees, plus \$150.00 for each additional attendee. For more information or to learn about in-person options, contact Tom Stimson: tom@trstimson.com 214-553-7077