

## Smart Moves During the Downturn



### Slip in Sales Posted, Unexpected 4th Quarter Loss, Stocks Plummet, Lower Profits Expected.

Now more than ever, attention needs to be paid to how you manage day-to-day operations, and to planning that enables you to emerge from the recession successfully.

1. **Cost Reduction Teams** - Systematically cut the fat, not the muscle, without reducing quality or customer service *and* build on your future. With your frontline experts, our **Operational Improvement Specialists** will help you create in-house **Cost Reduction Teams**. Within 60-90 days, these teams will begin to [implement cost reduction efforts](#), using our exclusive ACT process.

At a minimum, you should **realize a return on investment** - significantly more than paying for our involvement. The result will be teams of internal experts that can continually review your ongoing operating costs, again, with no reduction of quality or customer service.

2. **Talent Audit** - Are you aware that the difference between a below average and top performer can be as much as **200-400%** per employee? Utilizing our exclusive **Talent Audit approach**, we can compare your employee talent to others in the same role in industry in general, and contrast that to the exact employee horsepower you need for the future.

We can estimate a **return on investment** that will more than **pay for this Talent Audit**. In addition, we can illustrate our Talent Optimization Process™ that will drive your organization into the future.

Give yourself an edge...focus on something positive...**ACT today!**

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#### Memorable Quote:

*"Wisdom is knowing what to do next; virtue is doing it."*

*David Starr Jordan*

*1851-1931*

*US biologist, educator, & ichthyologist*

