

My Approach to Running A Business, or Business Unit

Moving Forward



My Approach

- Follow the Marketplace
- Lead People
- Continuous Process Improvement
- Plan & Execute Well
- Focus on Profitability

Follow the Marketplace

- Who is our market?
 - What do our customers want or need?
 - Learn as much as you can about your customers
 - Explore potential products and service options which meet those needs
 - Evaluate potential profitability and cash flows
 - Develop best product/ service options

Lead People

- Lead People
 - Find out their strengths & weaknesses
 - Understand their career aspirations
 - Put them in a position to succeed
 - Put the company in a position to succeed
- Manage
 - Projects, Process, Budgets, Financials
- There's a difference between leading and managing

Continuous Improvement

- Strive to continuously improve every aspect and area of a business
- Develop short term and long term goals
- Encourage staff to make suggestions for improvements

Plan & Execute

- Plan effectively in multiple areas, but don't plan to paralysis
- Develop a business plan that addresses all key business areas
- Operate to the plan
- Improve the plan where possible
- Exceed expectations in as many areas as possible

Focus on Profitability

- Discover ways to improve profitability
- Keep looking
- Improve every cycle, project, year
- Look at every area
- Push the limits everywhere you can