

INCREASING PRODUCTION IN YOUR COMPANY





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- Questions

Introductions

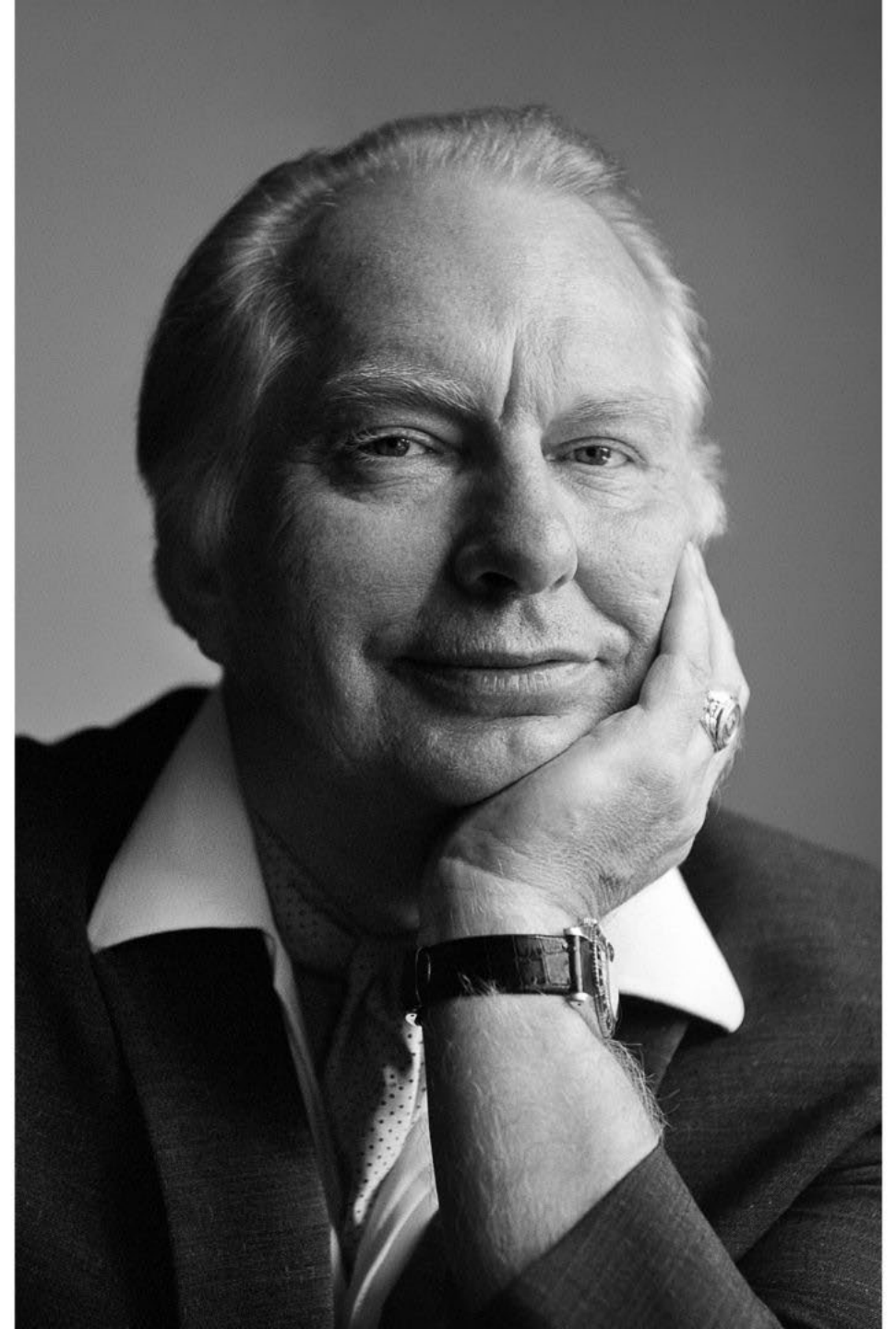
- 37 Years in Business Systems
- Started Prosperity Plus in 2001
- Achieve Your Goals by Improving Profit, Cash Flow & Growth
- M&A, Valuations, Succession Planning
 - > 350 individual transactions
- Marketing Programs
- Consulting based on Experience + highly successful Hubbard® Management System & Value Builder System®



Hubbard Management System

Created by L. Ron Hubbard

- Dianetics Author
- Founder, Church of Scientology
- Also Created:
 - Narconon
 - Criminon
 - Applied Scholastics
 - Volunteer Ministers
- Researched & developed one of the world's largest documented management technologies in existence. Used among companies worldwide. Outlined in many courses, books, lectures.



Why Statistics?



- Production spells the difference between success or failure
- We face a workforce mindset where income is tied to time
- Company culture must focus on results
- Managing based on measuring and driving production leads to results





The Process

- Determine key production indicators (KPIs)/stats
- Get them reported weekly
- Graph them weekly
- Determine the condition for each key stat
- Follow applicable formula for each condition



Determine Key Production Statistics

- Every job or post has key measures of its overall production
- Some are high-level final products
- Others are sub-products that add up to the final product
- Defining these and ensuring they are measurable is the starting point



Weekly Report

- Who
 - Stat Manager, Admin Coordinator
- When
 - Same time every week (deadline)
- How
 - Format – spreadsheet, handwritten



Graph Weekly

- Some question why graph
- Which is easier to understand:
- 60, 80, 50, 40, 30, 35, 25, 15, 10
- Or something, well, like a graph...



Determine the Condition of Each Stat

To quote L. Ron Hubbard:

“A condition is a state of existence. Organizationally, it is an operating state.”

“Every stat or area is in condition or another at any given time.”



Conditions

Power

Affluence

Normal

Emergency

Danger

Non Existence

These advance upward or downward in sequence.

Determining Conditions

Look at trend on each graph

Trend indicates the condition

Each condition has its formula

Let's review some examples...



Emergency

1. Promote. This applies to an organization. To an individual you had better say “produce.”
2. Change your operating basis.
3. Economize.
4. Prepare to deliver.
5. Stiffen discipline.

Affluence

1. Economize. Cut out waste. Don't buy anything with a future commitment to it.
2. Pay every bill.
3. Invest the remainder in service facilities. Make it more possible to deliver.
4. Discover what caused the affluence and strengthen it.

Summary

- Identify key stats
- Get stats reported, graphed, conditions assigned (WEEKLY)
- Ensure staff completes correct formulas. All steps must be completed in sequence.
- The results:
 - Roadmap for success
 - Accurate picture of who's truly producing & who isn't, despite appearances
 - Ability to build incentive plans with confidence



QUESTIONS?



PROSPERITY PLUS



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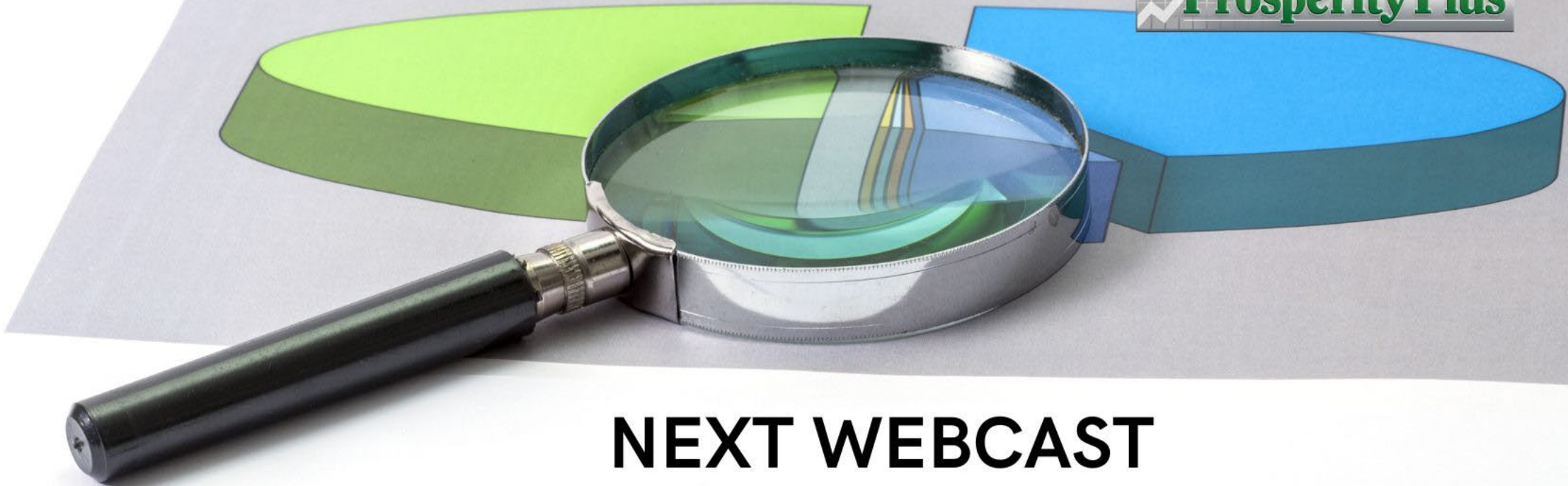


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