



100 'People + Process = Profit' TIPS

- #1: **PEOPLE ARE YOUR #1 ASSET. WHERE DO YOU FOCUS YOUR TIME?**
- #2: **EVEN THOUGH UNEMPLOYMENT REMAINS HIGH, THERE IS A SIGNIFICANT SHORTAGE OF SKILLED RESOURCES. ARE YOU VALUING YOUR PEOPLE?**
- #3: **MONEY IS NOT A MOTIVATOR; HOWEVER, THE LACK OF MONEY IS A DEMOTIVATOR. DO YOU FIND WAYS TO VALUE YOUR TEAM?**
- #4: **PEOPLE PAY ATTENTION TO WHAT IS MEASURED OR APPRECIATED. HAVE YOU THOUGHT ABOUT WHAT MESSAGE YOU'RE SENDING?**
- #5: **INVEST WISELY WHEN EVERYONE ELSE CUTS BACK - READ HOW THE RAILROADS ARE USING THIS TACTIC... <http://bit.ly/aUU80p>**
- #6: **VOLATILITY IS THE "NEW NORMAL" - HOW CAN YOU ADDRESS /PROFIT FROM IT? AN EXAMPLE- <http://bit.ly/aMcLtl>**
- #7: **WHO SAYS A MERGER IS ALWAYS A GOOD IDEA? US AIR'S SOLO FOCUS HAS ITS BENEFITS - <http://bit.ly/ab58rl>**
- #8: **GO OUT OF YOUR WAY TO HELP SOMEONE, PROVIDE VALUE OR SHOW THAT YOU CARE. WHAT ELSE MATTERS?**
- #9: **FOCUS ON SAFETY NOW.... DON'T WAIT FOR THE BIG ONE. BP COULD HAVE LEARNED SOONER - <http://bit.ly/96NeIQ>**
- #10: **STAY INFORMED ON THE LATEST TRENDS & SEIZE OPPORTUNITIES. HOW ABOUT COMMODITIES? - <http://bit.ly/cO1pGU>**
- #11: **THINK LONG TERM - IT PAYS OFF. A RECENT WSJ STUDY CONFIRMS THIS FOR CEOs WHO DELIVER RESULTS... <http://bit.ly/bbetKc>**
- #12: **TAKE A BREAK AND REJUVENATE NOW AND THEN - YOU'LL BE REFRESHED & WILL ACHIEVE BETTER RESULTS.**
- #13: **THE YEAR IS HALF OVER - ARE YOU JUST SURVIVING OR FINDING WAYS TO STAND OUT IN THE CROWD & CREATE VALUE?**
- #14: **INVEST WISELY NO MATTER THE MARKET & GAIN ON COMPETITORS - FED EX IS INVESTING HEAVILY - <http://bit.ly/9BljbH>**



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- #15:** SERVICE IS ESSENTIAL IN TODAY'S "NEW NORMAL" OF VOLATILITY. EVEN APPLE HAS HAD ISSUES- <http://bit.ly/cRoY4w>
- #16:** CASH IS KING. ARE YOU PROACTIVELY MONITORING? 96 BANKS HAVE ALREADY FAILED IN 2010 - <http://bit.ly/azlZgf>
- #17:** CROSS-FUNCTIONAL, COMPANY, OR BORDER INTEGRATION CAN MAKE OR BREAK YOUR BUSINESS - <http://bit.ly/bhbxLg>
- #18:** A CRITICAL PRIORITY IN TODAY'S BUSINESS ENVIRONMENT - RETAINING TOP TALENT. READ MY ARTICLE... <http://bit.ly/c2aiSE>
- #19:** DO YOU KNOW WHAT YOUR CUSTOMERS VALUE? I FIND THE SIMPLE PROCESS OF ASKING CAN YIELD AMAZING RESULTS.
- #20:** WHY INVENTORY ACCURACY SHOULD BE A TOP PRIORITY FOR 2010 - <http://bit.ly/bKQFWt>
- #21:** QUALITY MATTERS, JUST ASK TOYOTA - <http://bit.ly/9r72fe>
- #22:** I'M CONSTANTLY REMINDED WHY CUSTOMER SERVICE CAN BE VITAL. DO YOU REMEMBER YOUR LAST NOTEWORTHY EXPERIENCE?
- #23:** ARE YOU LOOKING FOR TRENDS? I'VE HAD THE HIGHEST # OF SUCCESSES BY SPOTTING AND ACTING UPON TRENDS.
- #24:** CONSIDER HIRING DECISIONS VERY CAREFULLY. WHAT'S MORE IMPORTANT THAN YOUR #1 ASSET?
- #25:** IT'S A GLOBAL WORLD - STAY ON TOP OF TRENDS TO PROACTIVELY MANAGE BUSINESS. <http://bit.ly/bWKaxw>
- #26:** CASH IS KING - ARE YOU MONITORING YOUR INVENTORY LEVELS? ABC VALUES?
- #27:** IF YOU WANT TO SUCCEED IN TODAY'S BUSINESS ENVIRONMENT, STUDY INNOVATION <http://bit.ly/aChDvw>
- #28:** APPRECIATE THE GOOD LEADERS. THERE IS NOT AN ABUNDANCE AVAILABLE YET THEY ARE NEEDED NOW MORE THAN EVER!
- #29:** HAVE YOU TALKED WITH YOUR MOST VALUABLE EMPLOYEES LATELY? OR ARE YOU TOO BUSY WITH THE LESS PRODUCTIVE?
- #30:** WHAT HAVE YOU HEARD FROM YOUR CUSTOMERS LATELY? IF NOT, WHY NOT? ARE YOU ASKING?
- #31:** THE RACE IN TECHNOLOGY - TOSHIBA IS GOING AFTER APPLE – <http://bit.ly/9Y8PLp>
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- #32:** TOYS R' US IS THINKING CREATIVELY - WITH AN INNOVATIVE BENT. WILL IT PAY OFF? – <http://bit.ly/cTd8eB>
- #33:** BEGIN WITH MARKETING! CREATE VALUE FIRST - THE REST WILL FOLLOW.
- #34:** PERSISTENCE IS A KEY TO SUCCESS - DO NOT GIVE UP!
- #35:** WHAT ARE YOUR CUSTOMER'S BIGGEST CONCERNS IN TODAY'S BUSINESS ENVIRONMENT? IF YOU DON'T KNOW, ASK!
- #36:** THERE IS POWER IN FOCUS IN ACHIEVING BOTTOM LINE RESULTS - <http://bit.ly/c3QHJL>
- #37:** CONSIDER THE IMPACT OF GLOBAL TRADE DECISIONS & POTENTIAL LEGISLATION IN STRATEGY - EX: <http://bit.ly/bxKjI8>
- #38:** WHAT YOU INSPECT IS WHAT YOU'LL GET - ARE YOU THINKING ABOUT WHAT QUESTIONS YOU ASK?
- #39:** LEVERAGE SUPPLY CHAIN STRATEGY TO CREATE A COMPETITIVE ADVANTAGE - <http://bit.ly/ajHgno>
- #40:** BE CAREFUL WHAT YOU ASK ABOUT AND TRACK AS YOU'VE STATED ITS IMPORTANCE OVER & BEYOND YOUR VERBAL GOALS!
- #41:** VERIFY WITH DATA OR DIRECT OBSERVATION BEFORE JUMPING TO CONCLUSIONS. IT CAN AVOID BIG MISTAKES!
- #42:** WATCH YOUR CASH FLOW - THINK ABOUT WAMU & THE 279 LENDERS SINCE - <http://bit.ly/dkiUIH>
- #43:** FORGET CONTINUOUS IMPROVEMENT; INSTEAD FOCUS ON INNOVATION! A FEW TIPS TO START - <http://bit.ly/99JFrr>
- #44:** PEOPLE ARE YOUR MOST IMPORTANT ASSET. EVER HEARD OF UNHAPPY EMPLOYEES PROVIDING EXCEPTIONAL SERVICE?
- #45:** CATCH YOUR EMPLOYEES DOING RIGHT! ARE YOU LOOKING? OR IS YOUR HEAD STUCK IN PAPERWORK?
- #46:** WHEN YOU ARE NOT THE EXPERT, ASK FOR HELP! MANY TIMES, IT'S THE SIMPLE THINGS THAT PRODUCE SUCCESS
- #47:** IT ALL BEGINS AND ENDS WITH LEADERSHIP. I HAVEN'T SEEN ANY EXAMPLES TO THE CONTRARY IN 20 YEARS...



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- #48: HAVE YOU PLANNED YOUR NEXT REJUVENATION PERIOD? VACATION? BRAINSTORMING SESSION? DO IT NOW!**
- #49: FOLLOW-UP IS OFTEN A SECRET TO SUCCESS. DO YOU BUILD IT INTO YOUR PLANS?**
- #50: PERSISTENCE GOES A LONG WAY! IT'S AMAZING HOW WELL YOU CAN DO AND WHAT YOU CAN ACCOMPLISH!**
- #51: PROJECTS DON'T FAIL IN FORMULATION; THEY FAIL IN IMPLEMENTATION- <http://bit.ly/9T2AT1>**
- #52: COMMODITY COSTS BEGINNING TO AFFECT PRICES - WHAT DO YOU EXPECT IN YOUR BUSINESS? - <http://bit.ly/9nRc9R>**
- #53: HAVE YOU THOUGHT ABOUT HOW SUSTAINABILITY CAN = GREEN + PROFIT? <http://bit.ly/9Sk8x5>**
- #54: HOW TO FREE UP CASH? COMPANIES WONDER IF THE STIMULUS WORKED - UNEMPLOYMENT'S HIGH <http://bit.ly/cg1J9J>**
- #55: HOW DO YOU STAND OUT IN THE CROWD? COMPETITION IS FIERCE. HP JUST RELEASED IPAD RIVAL... <http://bit.ly/aVyFq8>**
- #56: SAFETY SHOULD NOT BE A PROGRAM; IT SHOULD BE PART OF YOUR CULTURE. A FEW TIPS - <http://bit.ly/9knS9p>**
- #57: HAVE YOU THANKED YOUR EMPLOYEES, PEERS OR MANAGERS LATELY? LOOK FOR AN OPPORTUNITY.**
- #58: INSTEAD OF JUMPING INTO DECISIONS, THINK OF RETURN ON INVESTMENT - EVEN IF JUST A BALLPARK.**
- #59: DOES HOUSING AFFECT YOUR BUSINESS - OR YOUR BANK LINE? BE PROACTIVE & PLAN. <http://bit.ly/coYhns>**
- #60: TAKE A STEP BACK FROM THE DAILY GRIND. WHAT DO YOU NOTICE? LOOK FOR OPPORTUNITIES.**
- #61: QUALITY MATTERS. PERCEPTION IS REALITY. CAR SALES RISE IN OCT - BUT NOT TOYOTA'S <http://bit.ly/9NNHGn>**
- #62: I'VE YET TO MEET A CLIENT WHO COULDN'T FURTHER LEVERAGE THEIR SYSTEM TO ACHIEVE BUSINESS RESULTS - ARE YOU?**
- #63: ARE YOU CONSIDERING GREEN AND SUSTAINABILITY IN YOUR PLANS? LUXURY CARMAKERS ARE.. <http://on.wsj.com/b0niql>**
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- #64:** EXECUTION CAN MEAN THE DIFFERENCE BETWEEN PROFIT & LOSS - <http://bit.ly/cktS8T>
- #65:** THE RIGHT PEOPLE ARE YOUR #1 ASSET - ARE YOU PAYING ATTENTION? STOP TALKING; OBSERVE AND LISTEN.
- #66:** KEEP TRACK OF KEY TRENDS. PORT ACTIVITY IS UP SUBSTANTIALLY IN L.A. - A TEMPORARY BLIP OR LONG TERM TREND?
- #67:** PRIORITIZATION - A SECRET TO SUCCESS. ARE YOU WASTING TIME ON NON-ESSENTIALS?
- #68:** PROJECTS DON'T FAIL IN FORMULATION; THEY FAIL IN IMPLEMENTATION - <http://bit.ly/9T2AT1>
- #69:** INTERESTED IN INCREASING YOUR BOTTOM LINE? CONSIDER FOCUSING ON PROCESSES - <http://bit.ly/ecUvXp>
- #70:** GIVE THANKS - NOT ONLY ON THANKSGIVING, BUT REMEMBER IT EVERY DAY. WHO HAVE YOU THANKED LATELY
- #71:** QUALITY MUST BE AN ASSUMPTION TO SUCCEED IN TODAY'S MARKETPLACE. CUSTOMERS EXPECT THE BEST & WILL FIND IT.
- #72:** YOU CANNOT COST CUT YOUR WAY TO LONG-TERM SUCCESS! HAVE YOU PUT TOGETHER A SALES & MARKETING PLAN FOR 2011?
- #73:** HAVE YOU THOUGHT ABOUT PERFORMING A PROCESS REVIEW? OFTEN, SIGNIFICANT OPPORTUNITIES ARE UNCOVERED.
- #74:** EXECUTIVE PRESENTATIONS CAN MAKE OR BREAK YOUR SUCCESS, AS PERCEPTION IS REALITY <http://bit.ly/fVyqFg>
- #75:** REDUCE INVENTORY & INCREASE CASH BUT DO NOT IMPACT SERVICE. LEARN FROM BMW ETC - <http://on.wsj.com/eRayr5>
- #76:** EMPLOYEES ARE YOUR #1 ASSET. WHERE DO YOU FOCUS ATTENTION? <http://bit.ly/dXtqQw>
- #77:** REMEMBER TO DO YEAR-END PLANNING AS IT CAN MAKE A DIFFERENCE TO YOUR SUCCESS - SIGN UP TO RECEIVE A MONTHLY NEWSLETTER WITH ARTICLES AND TIPS FOR IMPROVING INDIVIDUAL AND ORGANIZATIONAL PERFORMANCE- <http://bit.ly/fQ1lp5>
- #78:** AS THE YEAR WINDS DOWN, TAKE A STEP BACK & THINK ABOUT WHAT WENT WELL IN 2010 & HOW TO LEVERAGE IT IN 2011.
- #79:** KICK OFF THE NEW YEAR BY TAKING TIME TO THINK ABOUT YOUR STRATEGY AND HOW TO TRANSLATE IT INTO 2011 PLANS.



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- #80:** COMMUNICATING PROJECT OBJECTIVES IS A KEY ELEMENT OF EFFECTIVE PROJECT LEADERSHIP - <http://bit.ly/eigRTF>
- #81:** JUMP START YOUR PROJECT IN THE NEW YEAR. THERE'S NO MORE CRITICAL TIME! - <http://bit.ly/hSQMkf>
- #82:** THERE'S NO BETTER TIME THAN NOW TO JUMP START SALES TO TAKE ADVANTAGE OF THE RECOVERY – <http://bit.ly/hERM6H>
- #83:** THE MOST SUCCESSFUL COMPANIES ARE ALWAYS BEING ON THE LOOKOUT FOR WISE INVESTMENTS IN GOOD TIMES & BAD.
- #84:** PAY ATTENTION TO COMMODITY TRENDS AS THEY CAN AFFECT MATERIAL COST. WSJ EXAMPLE <http://on.wsj.com/gazlzt>
- #85:** DON'T GET SCARCE RESOURCES TOO CONSUMED WITH COSTS. FOCUS ON INCREASING REVENUES & PROFIT WILL FOLLOW.
- #86:** PEOPLE ARE NOT MOTIVATED BY MONEY ALONE - WHAT ARE YOU DOING TO SHOW PEOPLE THAT THEY MATTER?
- #87:** PORT ACTIVITY IS CLIMBING. HOW CAN YOU STAND OUT IN THE CROWD & GET AHEAD OF THE PACK WITH LOGISTICS?
- #88:** IT SEEMS LIKE TOYOTA'S QUALITY WOES ARE ENDLESS. WHAT ARE YOU DOING TO ENSURE FLAWLESS EXECUTION?
- #89:** METRICS ARE KEY TO SUCCESS. ARE YOU MEASURING PROGRESS TO CORE OBJECTIVES? TRENDS? MANAGING EXCEPTIONS?
- #90:** ARE YOU LOOKING FOR SMART INVESTMENTS? 10-1 RETURNS ARE FEASIBLE & CASH IS THAWING- <http://bit.ly/f5AnA3>
- #91:** FOLLOW THE LATEST INDUSTRY TRENDS. FOR EXAMPLE, TODAY'S WEST PACK HAD THE LATEST EQUIPMENT, TECHNOLOGY ETC.
- #92:** STAY ALERT TO COMMODITY PRICES AND THEIR IMPACT. FOR EXAMPLE, PEPSI'S COSTS RISE - <http://on.wsj.com/hlkPVo>
- #93:** PROJECTS DON'T FAIL IN FORMULATION; THEY FAIL IN IMPLEMENTATION. <http://bit.ly/gGVwkY>
- #94:** HAVE YOU THOUGHT ABOUT WHAT YOU CAN LEARN FROM POOR EXAMPLES? YOUR WORST MANAGER? <http://bit.ly/fELYG1>



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- #95: CHANGE INITIATIVES - 80% FAIL TO ACHIEVE EXPECTED RESULTS. BE IN THE 20% - FOCUS ON PEOPLE & CULTURE.**
- #96: SUSTAINABILITY IS COMMON SENSE & INCREASES PROFIT- LOOK FOR WAYS TO REDUCE WASTE, PACKAGING, ENERGY ETC.**
- #97: TIME CAN BE AS /MORE IMPORTANT THAN MONEY. CAN YOU DECREASE LEAD TIME? CLOSE TIME? ACCELERATE RESULTS?**
- #98: DON'T LET THE LACK OF LIQUIDITY DETER YOU FROM STRATEGIC, HIGH RETURN PROJECTS CONSIDER CREATIVE FINANCING**
- #99: HAVE YOU ANALYZED YOUR FINANCIALS LATELY? IT WILL TELL A STORY ABOUT YOUR BUSINESS...HOW CAN YOU ADJUST?**
- #100: IS THE IMPLEMENTATION OF YOUR STRATEGY ON TRACK? IS IT CLEAR TO ALL? IS THERE FOCUS ON INTEGRATION POINTS?**