



Indispensable By Monday

Leadership – Engagement – Competencies – Profit



Profit-mindedness

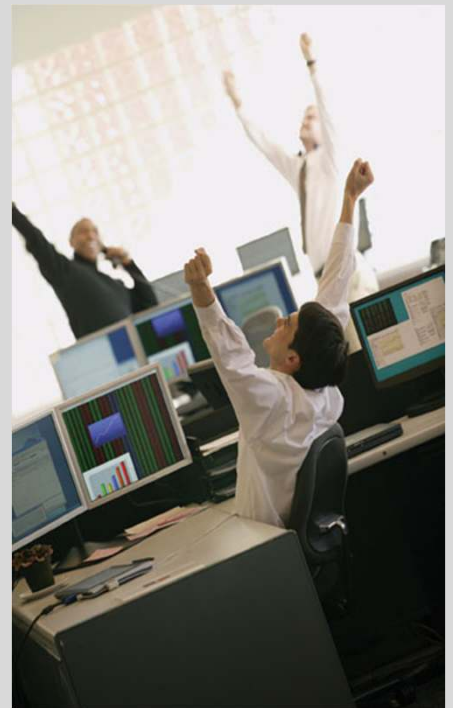
Profit-minded employees
know things that others
don't

They understand that organisations must
earn more than they spend, and
individuals must produce more value than
they cost.

...and do things that others
can't

They perform far beyond mere job
descriptions, decreasing expenses and
increasing revenue through their daily
decisions.

If your organisation is non-profit, you still need
income to be greater than expenditure over
the long term. So you can think of profit-
mindedness as cost-awareness, greater
efficiency and increasing value for money.



The Profit QuickStart™

The Profit QuickStart™ is a short, powerful training experience that engages, motivates, educates and equips any employee to add money to the bottom line by reducing costs – *right now*.

In this unique training event, newly-acquired understanding & competencies are immediately put into practice to reveal previously-overlooked profit sources in your organisation.

During a **90 minute Profit QuickStart™**, average employees find, analyse and document an above-average amount of cost savings - often thousands of pounds of new profit per participant.



Why should you conduct a Profit QuickStart™ at your organisation?

Your employees will:

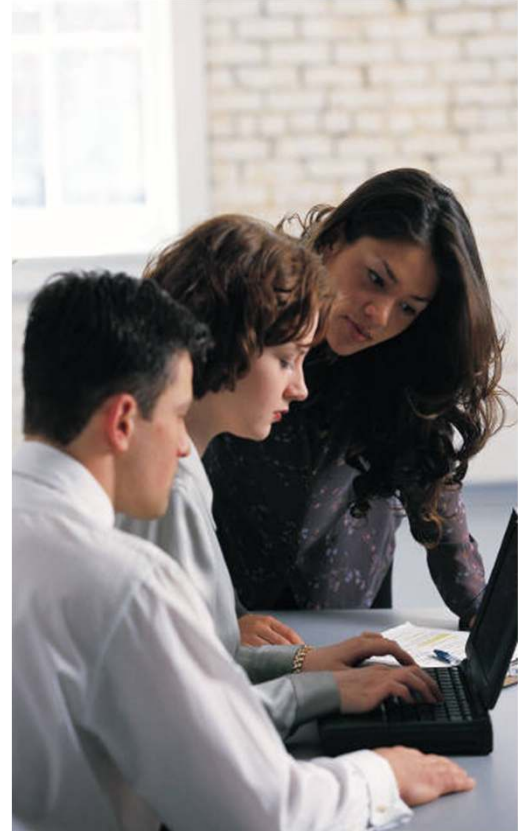
- Better align personal and organisation goals, creating a higher degree of mutual purpose
- Understand the basics of how your organisation makes and uses money and how they can help
- Learn how to identify multiple cost reduction opportunities using their unique knowledge
- Become proficient in the use of proprietary electronic tools to create and analyse profit proposals

The Profit Jumpstart™

The Profit Jumpstart™ is an immersive training experience that engages, motivates, educates and equips any employee to add money to the bottom line – *right now*.

In this unique training event, newly-acquired understanding and competencies are immediately put into practice to reveal previously-overlooked profit sources in your organisation.

During a **four-hour** Profit Jumpstart™, average employees find, analyse and document an above-average amount of new profit - often thousands of pounds of new profit per participant.



Why should you conduct a Profit Jumpstart™ at your organisation?

Your employees will:

- Better align personal and organisation goals, creating a higher degree of mutual purpose
- Gain financial and business acumen, enabling them to predict financial impacts of decisions/actions
- Learn how to use six profit sources in every organisation that are vital to profit-producing efforts (reduce costs; increase revenue; improve processes; eliminate mistakes; do your job better; improve cash flow)
- Become proficient in the use of proprietary electronic tools to create and analyse profit proposals

Organisational Benefit

Why are organisations cutting training budgets to the bone? Because they see no clear return on their training investment.

Your challenge is to invest training pounds where they will make money.

In our experience, a single profit proposal created during a QuickStart™ or JumpStart™ often produces enough money to pay for the entire event.

Multiple proposals are created during every event. You do the sums.



What's in it for your organisation?

Imagine the impact on your organisation when every employee:

- Understands how the organisation makes and uses money, how this relates to their own role and how they can make a measurable difference
- Thinks like an owner/shareholder when making decisions and taking actions every day, to benefit both themselves and the organisation
- Shows personal leadership and ingenuity in finding new sources of cost-reduction, process improvement and revenue enhancement
- Produces multiple profit proposals, professionally presented with the financial analysis appreciated by senior managers

Individual Benefit

We define indispensability as producing more money/value than you cost. Any employee who can do that will certainly strengthen their organisation, but it doesn't end there.

Consider the many benefits for the individual, including a brilliant CV, great performance reviews, increased job satisfaction, high visibility and a greater potential for bonuses, pay rises and promotions.

Participants who certify as Profit Enhancement Specialists know that they have discovered the secret to a successful, satisfying career.



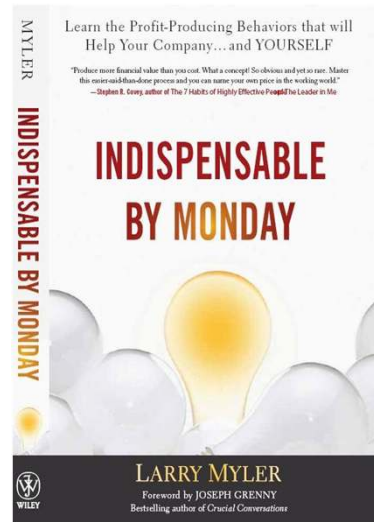
What's in it for your people?

Participants will:

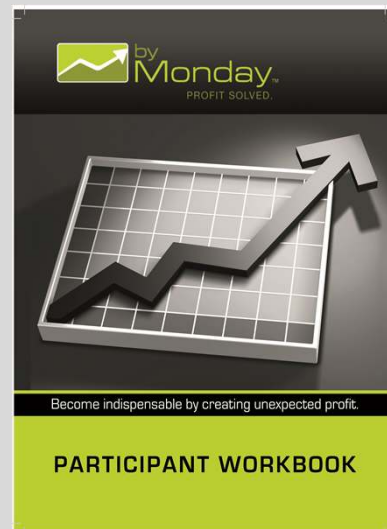
- Learn what your organisation really wants from them, empowering them to focus on what counts – including reducing costs, enhancing revenue, improving processes and personal efficiency
- Develop new skills and engage in profit-producing behaviours, creating more visibility and recognition for themselves
- Transform from “victim” to “victor” as they learn how to enhance their own value to the organisation and document that in their CV
- Make more of a difference with their finite time and energy, for the organisation and themselves

Profit Jumpstart Participant Kit

Indispensable by Monday is not an ordinary business book. Packed with groundbreaking profit strategies, this reference guide was made for employees of all levels who want to become extraordinary.



A business acumen workbook that is also fun? Yes!
 Can it really transfer skills and knowledge that any non-financial person can use to create profit? Yes!
 And we can prove it in just a few hours.



Time to stop learning and start doing! That's where the Profit Proposal Generator comes in. Thanks to this specialised financial input, your people will finish the Profit Jumpstart with actual proposals they create, analyse and document.

Profit Solved!



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