

**HOW TO PERMANENTLY
LINK “PEOPLE & PRODUCTIVITY”
IN YOUR BUSINESS**

- I. INTRODUCTION:
--Link Presentation to Overall Program
--Link Presentation to Subsequent Speeches
--Link Presentation to Personal History/Development
- II. PERMANENTLY CHANGED WORKPLACE: GM, FORD, CHRYSLER
--Global Competition
--National/Local Competition
--Knowledge Workplace
--Contrast-Yesterday w/Today-Tomorrow
--Employee Commitment Required
--More, Better, Faster, Cheaper Results Required
- III. “VALUE” FORMULA: PRODUCTIVITY “TOOL”
-- $V=St+A+R$
--Value defined
--Strengths defined
--Actions defined
--Results defined
- IV. MY “VALUE”: EMPLOYERS GROUP:

<u>STRENGTHS</u>	<u>ACTIONS</u>	<u>RESULTS</u>
Leadership		
Decision-making		
Relationship-building		
Communication		
- V. YOUR “VALUE”: XYZ, INC.:

<u>STRENGTHS</u>	<u>ACTIONS</u>	<u>RESULTS</u>
Leadership		
Decision-Making		
Relationship-building		
Managerial		
- VI. PERSONAL “RESULTS LOGS”: KEEPING SCORE

- Mine
- Yours
- Your Workforce's

VII. YOUR WORKFORCE'S "VALUE":

- Imagine This* ... "Imagination is more important than knowledge" A. Einstein
- Value Formula Driven Employment-Related Decisions
 - Describing Jobs
 - Hiring
 - Performance Managing.
 - Promoting
 - Compensating
 - Terminating
 - Other(s)

VIII. "BENEFITS" OF RESULTS-FOCUSED WORKPLACE:

- Improved Linkage Between Strategy, Structure and Staff
- Increased Productivity/Quality
- Greater Employee Commitment
- Reduced Staffing/Benefits Costs
- Reduced Risks

IX. "COSTS/RISKS" OF NON-RESULTS FOCUSED WORKPLACE:

- (Lack of All of the Above)

X. AVAILABLE RESOURCES:

- ARTICLE: "The Incredible Power of Achievement"
- BOOK: "Employed for Life!"
- OTHERS' BOOKS
- EMPLOYERS GROUP

XI. ONWARD!!!

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- PS Measurable "Karmic" Rewards For Presenting Foregoing:
1. Increase in real/perceived leadership abilities ("podium rush")
 2. Increase in personal and audience energy
 3. Heightened self/others awareness
 4. Increased strategic overview
 5. Increased personal productivity
 6. "Clarity" of personal/professional purpose/mission
 7. Positive addiction to helping others to help themselves