



PROFIT DIMENSIONS (PD)



Profit Dimensions (PD) is an innovative, one-day program that will help your employees gain practical financial knowledge and business acumen skills to make better decisions that impact your company's growth, customer retention, satisfaction, expenses, and shareholder return.

The concepts and methodologies learned will enable your employees to:

Understand the importance of cash flow, inventory, cost reduction, sales growth, and margin improvement.

Identify specific actions to take to improve the profitability of your company.

Experience the importance of teamwork in creating profits.

Analyze the outcomes of various risk and reward decisions.

Understand basic financial principles.

Think strategically while thinking competitively.

PHASE I – SIMULATION GAME

- This engaging and relevant exercise will introduce your employees to critical financial literacy skills in a fun, highly interactive, and non-threatening manner.
- In this simulation, participants become owners of a realistic company, where they are given three years to meet shareholder expectations.

PARTICIPANTS LEARN:

- How money flows through an organization, the importance of cash flow, cost reduction, sales growth, and margin improvement.
- How all areas of the business impact profitability, including but not limited to: production, inventory, transportation, accounting, purchasing, customer service, and sales.
- How decisions made today have far-reaching and irreversible impact on near-future activities.

PD

PHASE II – THE 1% DIFFERENCE

Employees experience the profound multiplier effect that daily decisions have on corporate profitability. Participants examine how seemingly insignificant decisions, such as reducing price or increasing productivity by just 1% affects the company's bottom line exponentially. Various "1% scenarios" are presented to show the numerous areas where the principle applies. The impact of these decisions is traced through the income statement and balance sheet measuring the impact on profitability. The results are amazing, and provide insight to why and how decisions are made in an organization, and perhaps more importantly, what each individual within your organization could do to positively impact your profitability and that of your customers.

The 1% difference is applied to the impact that your organization is having on your customer's bottom line and how identifying improvement opportunities results in operational and profitability improvements that can make a big difference to your customers, resulting in increased profits and opportunities for you.

PHASE III – CUSTOMIZED APPLICATIONS EXERCISE

Profit Dimensions transfers the skills and concepts from the program to your business. Participants identify specific ideas and actions that will result in a significant, positive, and long-term impact on your company's bottom line.

These ideas are prioritized according to their financial impact and their probability of success. A summary report is provided that summarizes these action plans to improve the bottom line of your company and provides you with a strategic competitive advantage.

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● ● ● TAKE THE LEAD