

THE **SMART** TRAINING TOOL FOR
CONSISTENTLY EVALUATING AND IMPROVING
THE PROCESSES OF YOUR COMPANY.

THE WORKING SMARTER TRAINING CHALLENGE



WHAT IS WORKING SMARTER?

The **WORKING SMARTER TRAINING CHALLENGE** is a proven training strategy that helps you develop your people while driving waste from processes and adding value to the customers you serve. As you create a team of individuals all looking for ways to work more efficiently, you will enjoy improved communication and a unified vision to **WORK SMARTER** in everything that you do.

The **WORKING SMARTER TRAINING CHALLENGE** is the most unique and cost-effective way to create a culture of consistent training within your organization. The process is simple; the results astounding!

WHO CAN BENEFIT?

We currently have 100's of organizations that range from retail to service to leisure and manufacturing using the program to increase profitability and improve the quality of life at all levels of the organization.

If your organization is seeking to **WORK SMARTER**, then the **Working Smarter Training Challenge** is the **SMART** TRAINING TOOL to help you and your team create consistent positive results!

How Does It Work?

The methodology of the training, the support of JP Horizons and the relevance of the content for companies today insure successful training and results.

Key Steps In The Process

- The content-rich lesson plans enhanced by audio coaching give you the foundation for a great meeting every time.
- The agendas provide a natural solution for consistent training where you can hold yourself accountable.
- A network of 100's of other companies gives you a vast knowledge base for better practice sharing through a variety of venues.
- The ongoing support from JP Horizons provides not only decades of experience but innovative and effective coaching solutions.
- The consistency, accountability, content and thorough lesson plans all enhance your company's ability to communicate and perform.

What Can You Expect?

- Team Cohesiveness
- Personal Growth
- Improved Communication
- Leadership Development
- Process Improvement
- Customer-Focused Performance
- Increased Profitability

TESTIMONIALS

DEVELOPING PEOPLE

“When we embarked on the LEAN journey, we expected to become more efficient and better organized in all that we do. What we didn’t expect was the monumental awareness that has developed and the understanding of the impact that each of us has on the company.”

TIM LAKE, Owner, T. Lake Environmental

“The lesson plans are outstanding because anyone can use them! I utilize multiple trainers and have witnessed members of my team coming out of their shells, gaining confidence developing as leaders.”

KIRK CAMERON, Madison Planting & Design Group

LEAN CULTURE

“The Working Smarter Training Challenge has changed my crew from an individualized unit to a focused, goal oriented team!”

CHARLIE FULTZ, Head Golf Course Superintendent,
The Shenvalee Golf Resort

“If only we could measure culture. There are so many intangible ways that our participation in the WSTC has improved our company. One of the greatest things we have noticed is increased fellowship and camaraderie from meeting together every week.”

MARY WHEELER, Owner, Wheeler Landscaping

IMPROVED PROCESSES

“The Working Smarter Training Challenge has elevated our awareness of cost improvement and we are witnessing massive results...Reduced production labor from 24% of revenue to 22%, Indirect expense improvement of 2 full percentage points, 3 point improvement in vehicle and equipment expense and we have streamlined administrative expenses by 1%... net results \$71,000 YTD improvement over last year!”

DENNIS BARRIBALL, Owner, Hemlock Landscapes, Inc.

“We have reduced our annual operating costs by over \$200,000 and found a way to defer another \$600,000 to later years. At the same time, our management team harmony has grown enormously in terms of respect and admiration for one another.”

LESLIE KING, Controller,
Lexington Country Club



Hemlock Landscapes leaders in a weekly WSTC session.

HAPPY CUSTOMERS

“The WSTC has been an excellent program for our franchise company. Although we have a manual full of well documented, tried and tested systems, this program has helped us get in the habit of coming together to look at better ways to use them. It has forced us to step back from the day to day and observe these processes in action. Once we started to engage every team member, every week in process mapping, cutting waste, and observing, we started to see a noticeable drop in compliance issues. The result? A happier team, happier customers and a measurable boost to our bottom line.”

PETER VAN STRALEN, Sunshine Grounds Care

QUALITY OF LIFE

“Culture! A leopard can change its spots and you can teach old dogs new tricks! Positive peer pressure is at work and I now can see a company that will be the best place to work in Canada! The Working Smarter Training Challenge has given us the tools to create the opportunities for happy prosperous and well balanced People!”

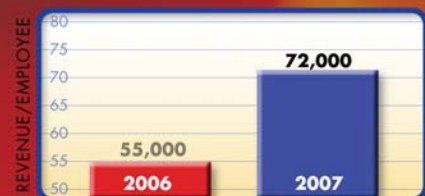
GEORGE URVARI B.A., Oriole Landscaping Ltd.

“Through the process of WSTC we have been able to identify the root cause of lost productivity in ‘Start Up’ and ‘Shut Down’ times. By allowing techs to come in ½ hour earlier each day we have increased productivity 20% and they now have their Saturdays free.”

LYNN PESSON, Southland Engine

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NatureWorks Landscape Services

ACTUAL RESULTS – Revenue per employee increased 38%



WORKING SMARTER SPEAKS FOR ITSELF!

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Results:

“Direct costs are down 39%, indirect costs down 18%, equipment costs down 27%, and we spent \$4,844.00 less on fuel in 2008 than in 2007 with the same number of trucks.”

Kirk Cameron, Madison Planting and Design Group

“In just 5 months in the program we have seen \$280,000.00 in savings.”

John Thomson, Stephen Hillenmeyer Landscape

“Net profit has improved from 4% to 7% and our productive time per employee is currently at 98%.”

Matt Gramer, NatureWorks, Walpole, MA

“The first half of the year we reduced down time expenses by \$100k through reducing morning time crew departure by 10 min per day for each crew member.”

Edwin Gonzalez, Dixie Landscape

“By week 26 of the program we had reduced labor inputs on some contracts as much as 35%. Injuries were down, accidents were down and other departments were jumping in wanting to be part of the WSTC training program.”

Chris Senske, Senske Landscape, Operating in all 6 branches

“I have never seen a curriculum that could make a breakthrough in every area of our business like the Working Smarter Training Challenge. The program does a better job at explaining on a down to earth manner how to implement Deming, Tom Nolan, Bonnie Kay, Michael Lencioni, Eli Goldratt and Ram Charam all at the same time, than I have ever witnessed in my career. I think it's got the chance to dramatically reduce stress in our staff's lives and simultaneously increase our branches' profitability.”

Craig Sieber, Brickman Group, Divisional Vice President, Northeast Division

“Last year's profits were 3% higher after taxes and stress level REDUCED. I haven't been able to make it home quicker after work, but that will happen this year. We are currently running 6% higher profits (on same sales volume) for the first quarter of this year, all thanks to the WSTC.”

Chris Moser, Moser Outdoor Maintenance, Inc.

